



SAP
Innovation
Awards 2019



SAP Innovation Awards 2019 Entry Pitch Deck

Real-Time Analytics Drives Enterprise Intelligence

HOERBIGER

THE BEST RUN



Real-Time Analytics Drives Enterprise Intelligence

HOERBIGER

“Quote”

“Preparation time for strategic decision meetings has been reduced by 50% since the introduction of real-time business analytics. Data visualization has improved the quality of our decisions.”

Gregor Baumann,
Head of Controlling
Safety Division

Challenge

HOERBIGER is a premier manufacturer of systems and components for the energy, automotive, machine tool and other industries worldwide. To sustain and extend its quality leadership in the marketplace, the company’s decision makers needed real-time insight into the KPIs that make the difference.

Solution

HOERBIGER uses SAP HANA views to handle data in real-time and instantly provide relevant information to decision makers via operational as well as management dashboards. These dashboards are based on SAP Analytics Cloud (SAC), using SAP S/4HANA Live Connection to feed data into SAC. SAP S/4HANA serves as the single source of truth for operational and management reporting at HOERBIGER.

Outcome

Dashboards combining operational data with financial data in real-time are accessible from anywhere on any device. These dashboards support decision makers – including plant managers, line managers and controllers – in making timely, fact-based decisions that sharpen HOERBIGER’s competitive edge.

One source of truth: All stakeholders are on the same page, communicating and collaborating seamlessly across organizations

Harmonized processes and the same KPIs across all organizations – launched a new globally aligned KPI catalog

Improved product quality, reduced scrap rates, increased production yield



Business Challenge & Objectives

Reporting at HOERBIGER used to rely on an array of tools with partly redundant functionalities. Lacking alignment, these tools failed to deliver a single source of truth. Data was not up-to-date nor anywhere close to real-time information. To provide more effective support to its decision makers, HOERBIGER launched a large digitization project to provide the needed real-time digital analytics platform that would combine operational with financial data.

HOERBIGER wanted to strengthen its position in the marketplace and achieve competitive advantage by supporting all teams in meeting quality targets and delivery commitments. To this end, the company needed to establish a single source of truth, harmonize processes and gain real-time visibility into KPIs across its global business operations. These goals were to be achieved through a comprehensive virtual data model, visualized via intuitive dashboards accessible anywhere, anytime – supporting plant managers and controllers to make smarter and faster decisions. This new reporting-approach would not have been possible without the HANA technology.



Project / Use Case Details

Excellence in product quality gives HOERBIGER an edge over the competition in its marketplace. To extend its quality leadership and accelerate innovation, HOERBIGER wanted to gain real-time insight into vital KPIs. Today, decision makers at the company's plants rely on intuitive dashboards for robust decision support. These dashboards use a comprehensive virtual data model built on SAP S/4HANA, using SAP Cloud Platform as the digital service foundation.

SAP S/4HANA serves as the single source of truth for operational and management reporting at HOERBIGER. All of the company's organizations use the same harmonized processes as well as globally aligned KPIs – including net sales, sales order backlog, special stock value and scrap rates.

The **Plant Performance Dashboard** makes all relevant factors – and their interdependencies – visible in real-time. This insight leads to a better understanding of business processes, significantly improves communication and collaboration across business units and organizations, and ultimately supports the entire company in meeting its quality targets and delivery commitments.

At the operational level, real-time insight empowers authorized staff to explore data beyond standard reporting and take proactive control of processes. For instance, if a manufacturing-related parameter is found to approach a defined threshold, the person in charge will drill down to the relevant view for corrective action on the shop floor. Reduced scrap rates save money and improve delivery performance. And since employees no longer need to spend time gathering, processing and interpreting data, they can focus on defining measures for continuous quality improvement and process optimization.

Supported by SAC with SAP S/4HANA Live Connection, the solution provides senior management with all key facts and statistics at a glance. KPIs such as delivery performance or product quality parameters can be extracted via SAC and presented to customers in meetings.

The combination of SAP S/4HANA, SAP Analytics Cloud and SAP Cloud Platform (SCP/IoT) supports HOERBIGER in cost-effectively transforming into an Intelligent Enterprise.



Benefits and Outcomes

Business / Social

Fast, smart and confident decisions help Hoerbiger achieve **competitive advantage**

Real-time visibility into standardized KPIs eliminates personal bias

Harmonized processes support efficient collaboration across functional units

Reduced scrap rates keep production flowing smoothly and deliver to the **bottom line**

Hoerbiger quality means Hoerbiger quality – no matter at which plant or in which country products are made

IT

The cloud-based approach enables **rapid deployment**, agility and scalability while reducing fixed capital

A stringent **governance** concept controls who can create content and who can access it; thereby, access is restricted to SAP S/4HANA authorizations

Scalability of solution – every (new) company migrated to SAP S/4HANA has immediate access to the reporting solution

Single source of truth – Cloud Dashboards and Analysis Workbooks share the same data sources.

Human Empowerment

Dashboards provide easy data access at the right level, enabling users to **explore data** beyond pre-built reports

Deep dive into aggregated key figures enables further insights

Employees are **relieved of dull routine tasks** such as data gathering and processing

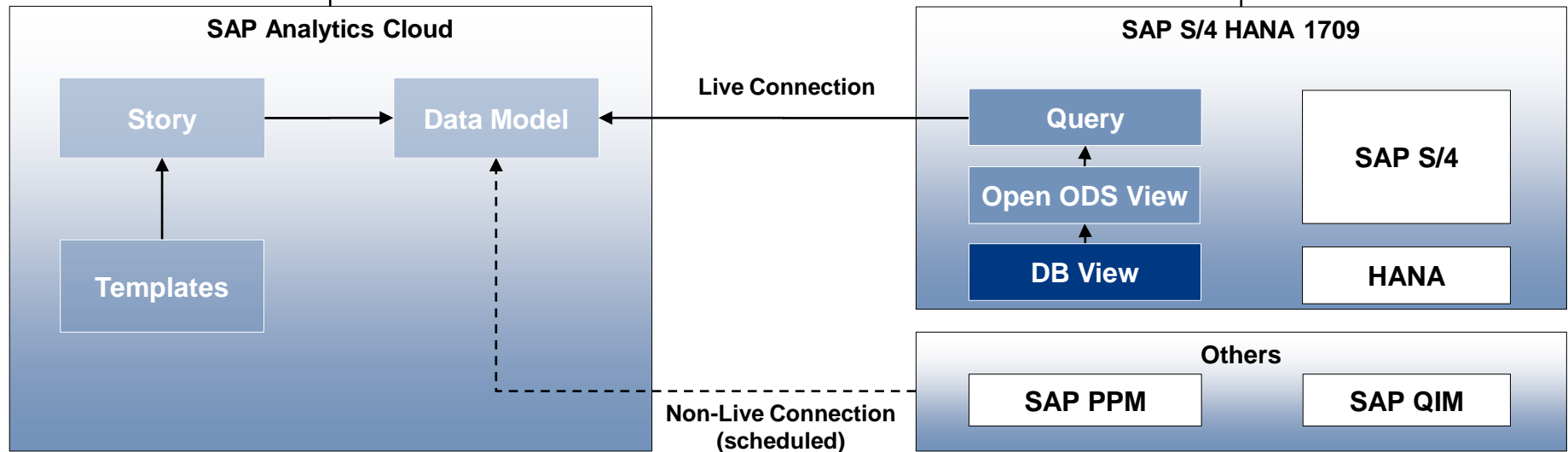
Instead of calculating or interpreting KPIs, highly skilled employees can focus on measures that deliver **sustained quality improvements**



Architecture

Dashboards
(mobile enabled)

Fiori Apps
(mobile enabled)





Deployment

Date of Deployment or POC: Spring 2018

Number of live users: 35 (will be extended by further S/4 rollouts)

SAP Technologies Used:

SAP Product	Status
SAP S/4HANA	Live
SAP Analytics Cloud (SAC)	Live
SAP Cloud Platform (SCP)	Live
Analysis for MS Office	Live

Server Processor: Intel XEON

Linux Distribution: SUSE Linux Enterprise



Emerging Technologies and Use Cases

The following Emerging Technologies and use-cases are part of the project and describe the contribution

	Technology or Use Case	Yes/No	Contribution to Project
1.	Machine Learning / Artificial Intelligence	No	
2.	IoT	YES	Calculation and Visualization of IoT data in SAC
3.	3D printing	No	
4.	Blockchain	No	
5.	API Economy / Integrate the Intelligent Enterprise	No	
6.	Cloud Native / Event Based Architectures	No	
7.	Extending the digital core with SAP CP / ABAP in SAP CP	YES	Calculation and Visualization of IoT data in SAC
8.	SAP Leonardo Application (extending SAP application, using Industry Innovation Kits or result of Design Thinking workshop)	YES	SAP Analytics Cloud