precisely
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New product introduction solution
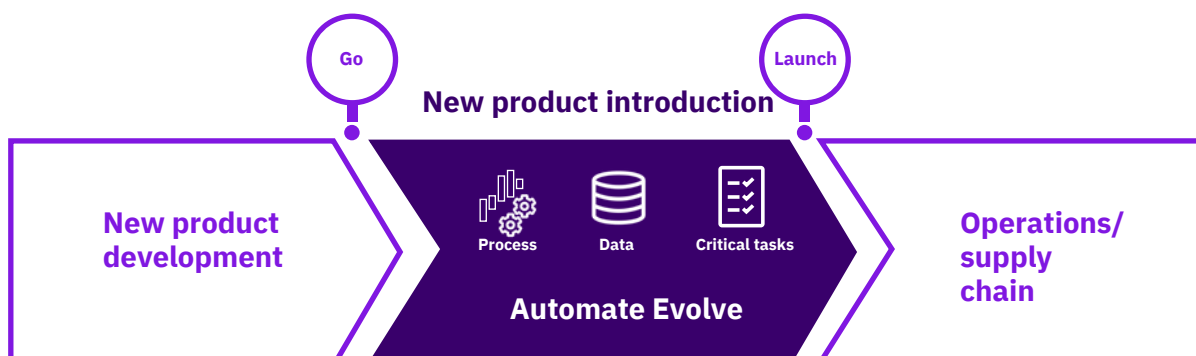## For manufacturing companies

Introduction

If you're a manufacturer, you understand that your sector is undergoing profound change caused by shifting consumer demographics, disruptive business models, new technology, and small, agile market entrants. To survive in this new world you must deliver new products at unprecedented levels of speed and scale—and that can be challenging if you run your supply chain using an SAP® ERP system.

Our research has found that 75% of manufacturers are under pressure to speed up product launches*, but the majority are still relying on slow, manual launch processes—threatening market share and profitability.

The Precisely Automate platform allows organizations to address this problem head-on with its New Product Introduction (NPI) solution—a modular product launch platform that digitizes the collection of SAP product data—accelerating launches while improving data quality.

In addition to streamlining the collection of SAP master data assets, Automate Evolve helps your organization manage all the critical tasks involved in launching a product—from setting up new materials or vendors to changing packaging.

Leading brands such as ConAgra and Pactiv have used Automate Evolve to decrease their NPI cycle time by 50% or greater, enabling them to accelerate revenue, scale new product delivery, and gain the organizational agility required to stay ahead in the new business landscape.

New product introduction

Go		Launch

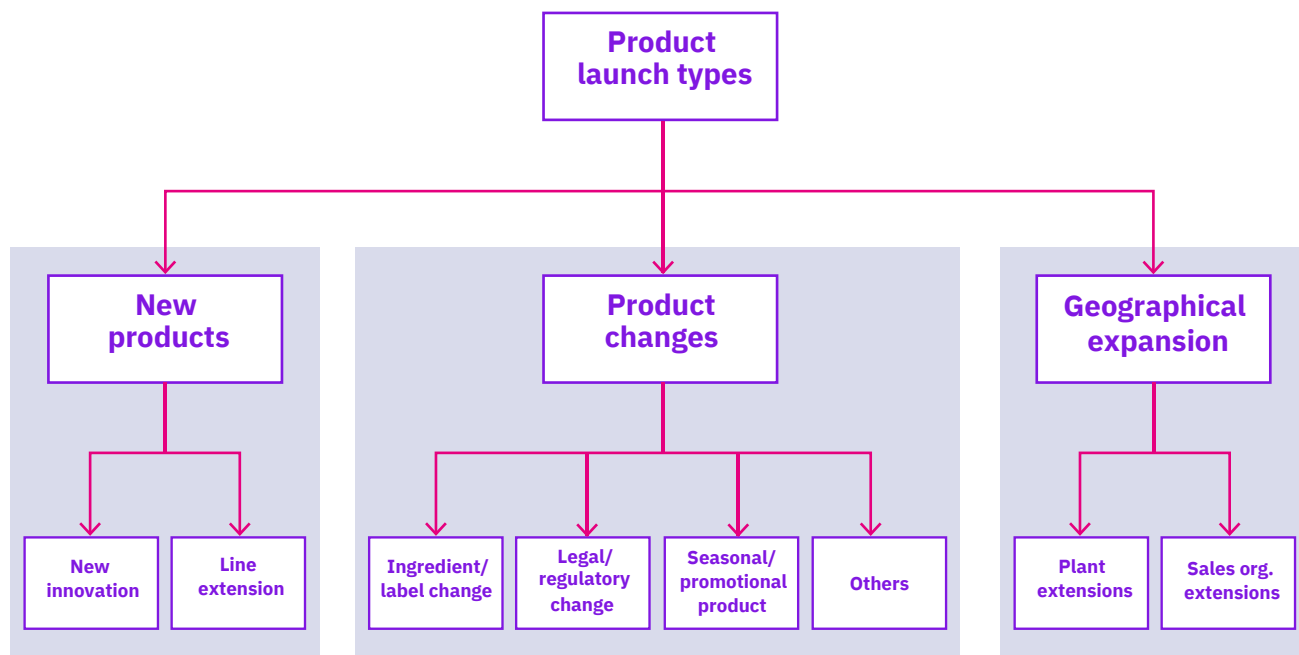| New product development	Process Data Critical tasks **Automate Evolve**	Operations/ supply chain

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Streamline any launch type with one holistic solution

More than just software, Automate Evolve delivers a comprehensive solution that includes pre-built content, industry best practices, and expert professional services—all designed to help you rapidly transform all your launch processes.

This flexible solution enables you to digitize and streamline any launch variant from within the same solution, giving you the power to choose the type of launch process you want to execute, including new innovative products, line or geographic extensions, and component or packaging changes.

In addition to accelerating any product launch process, we provide a full range of data stewardship capabilities that enable you to implement your business rules and improve the quality of your product data.
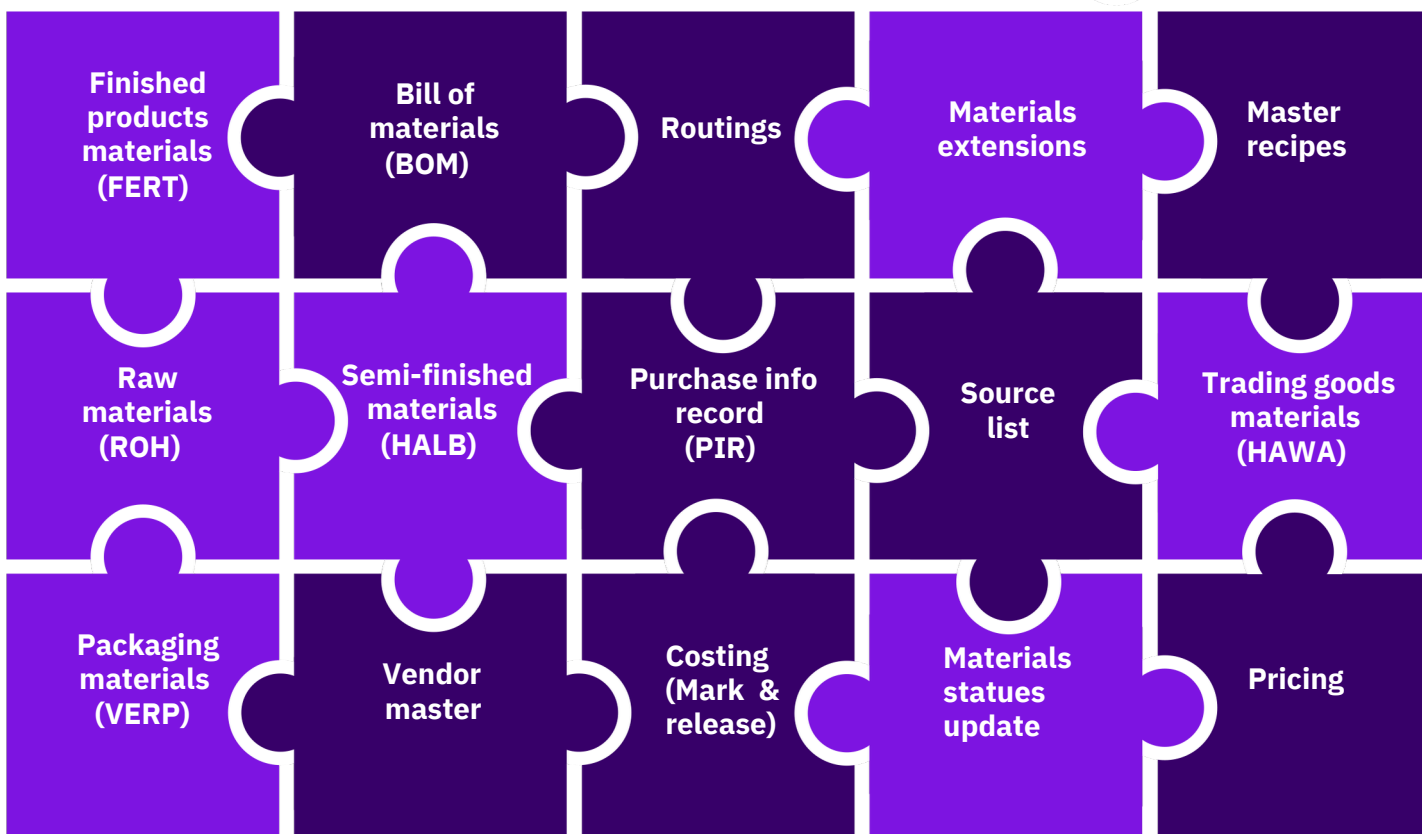
Use Automate Evolve's NPI solution to also manage other business-critical launch tasks such as artwork or collateral changes, to ensure that nothing falls through the cracks when it comes to launching a new product.

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                        ┌──────────────────┐
                        │     Product      │
                        │   launch types   │
                        └──────────────────┘

   ┌──────────────┐       ┌──────────────┐        ┌──────────────┐
   │     New      │       │   Product    │        │ Geographical │
   │   products   │       │   changes    │        │  expansion   │
   └──────────────┘       └──────────────┘        └──────────────┘

  ┌────────┬────────┐  ┌──────────┬──────────┬────────────┬────────┐  ┌──────────┬──────────┐
  │  New   │  Line  │  │Ingredient│  Legal/  │ Seasonal/  │ Others │  │  Plant   │Sales org.│
  │innova- │ exten- │  │ /label   │regulatory│promotional │        │  │extensions│extensions│
  │ tion   │  sion  │  │ change   │  change  │  product   │        │  │          │          │
  └────────┴────────┘  └──────────┴──────────┴────────────┴────────┘  └──────────┴──────────┘
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Digitize at your own pace with a modular, strategic product launch platform

Launching new products in SAP goes beyond simply creating new materials. You must create all the supporting master data objects such as BoMs, routings/recipes, or PIRs to get products to market. Automate Evolve's NPI solution can digitize the collection of any SAP master data, not just materials, but you don't need to automate your entire process at the outset.

With this modular launch platform, you can automate at a pace that makes sense for your business, knowing that you can expand in the future for a holistic end-to-end solution.

Key product data

Supporting objects

Finished products materials (FERT)	Bill of materials (BOM)	Routings	Materials extensions	Master recipes
Raw materials (ROH)	Semi-finished materials (HALB)	Purchase info record (PIR)	Source list	Trading goods materials (HAWA)
Packaging materials (VERP)	Vendor master	Costing (Mark & release)	Materials statues update	Pricing

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Get visibility into the status of your product launches

We understand that process visibility is key to keep your launches on schedule, and that each company needs to track and report on projects differently.

With that in mind, we give you the ability to define your metadata and expose that data, along with process and project data in a data warehouse. You can then use your tool of choice, like Microsoft® Power BI or Tableau®, to build dashboards and reports to help project managers stay on track and to give management visibility into the status of each product launch.

Example of a process visibility dashboard created with Microsoft® Power BI. Use your tool of choice to create the reports and dashboards you need, and 'slice and dice' based on project metadata you define.

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Collaborate with our experts to digitize the right process

The first step in any Automate Evolve NPI project is to collaborate with your project team.

Our expert consultants will work with you to discover where you are today and your future goals, then help you optimize and digitize the right process—all at a level and pace that makes sense for your business.

Using leading supply-chain frameworks, such as the APICS SCOR model, we help you accelerate your journey with a fast and scalable launch platform that meets your goals today, and can easily flex to meet your needs tomorrow.

The Precisely Automate team provides the expert guidance and training you need throughout the design, implementation, and rollout of your NPI solution, so you realize results fast and be empowered to make changes and keep pace with your dynamic business environment.
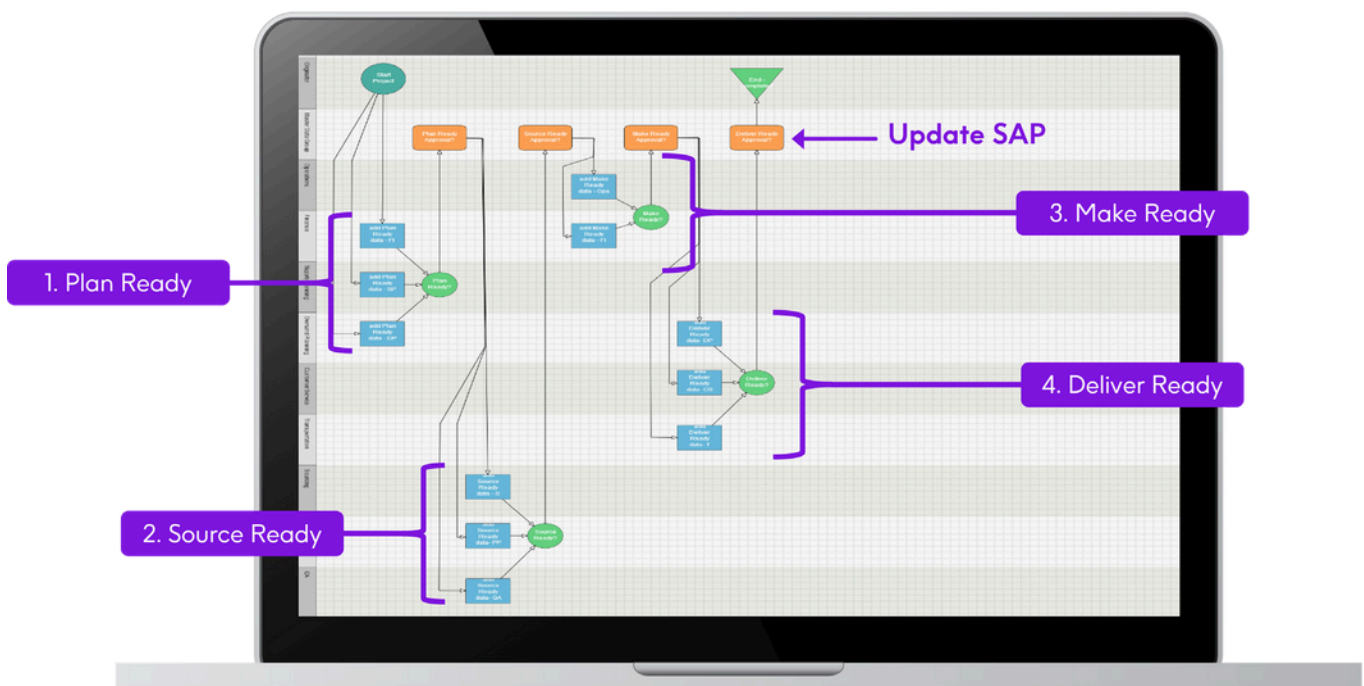
The Precisely Automate team delivers industry best practices knowledge and expertise. This is an example of a high-level workflow based on the APICS SCOR model.

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Roll out a digitized launch process to the business

After we help you tailor our NPI solution, it's time to roll out your digitized launch process to your business users (project managers, stakeholders, contributors, and approvers).

The Automate Evolve workflow engine routes web forms to the relevant people at the relevant time in the process. Email notifications can be sent to people both inside and outside of your organization, letting them know their assigned tasks and due dates, and reporting on task completion.

Web forms are typically used to collect data for objects such as material master, where additional control and data governance are needed. The solution is designed with unique role-based views ensuring that people can only see and enter/edit the data fields applicable to them.

Tasks can be set up for parallel or serial processing and include:

• The collection of SAP master data – such as materials, finished goods, and their components

• BoMs, recipes, routing, production versions and more

• Artwork creation

• Plus, many other business-critical tasks

Patent-pending SmartTable™ web-form technology allows users to process multiple related records in a single request. For example, you can process multiple flavors or size variations of a finished good in a single workflow or all raw materials together–further saving time.

SmartTables can exchange data with Excel files, greatly reducing manual data entry and increasing accuracy. This unique feature enables multiple stakeholders to contribute data in parallel and accelerates the data collection process.

Automate Evolve exchanges data with SAP via Remote Function Calls (RFCs) and our software ensures that users can only extract or post data according to their SAP permissions.
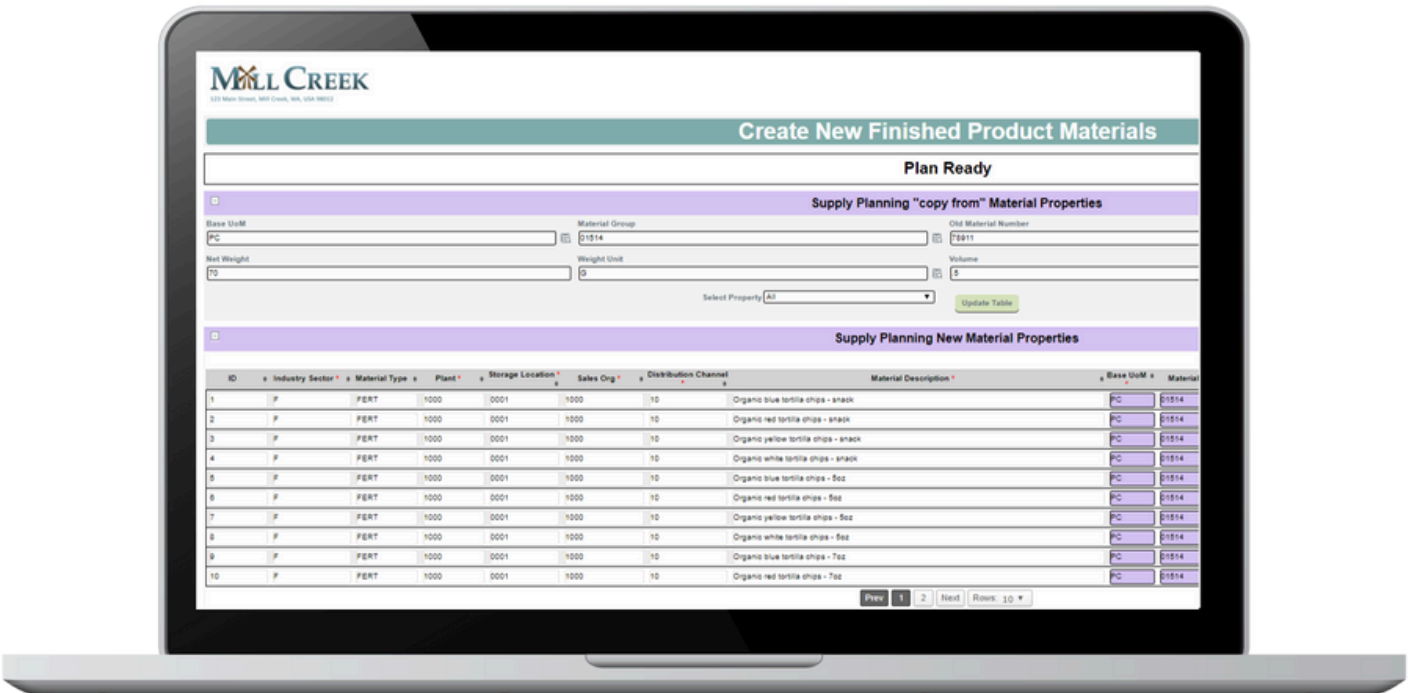
SmartTable technology allows your team to process multiple records in a single request while improving data quality with extensive data stewardship capabilities.

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Empower your team to modify your process and manage your digitized solution

Automate Evolve's NPI solution is designed to be easy for your team to modify as your business changes—no ABAP or other SAP technical programming skills are needed to change your digitized process.
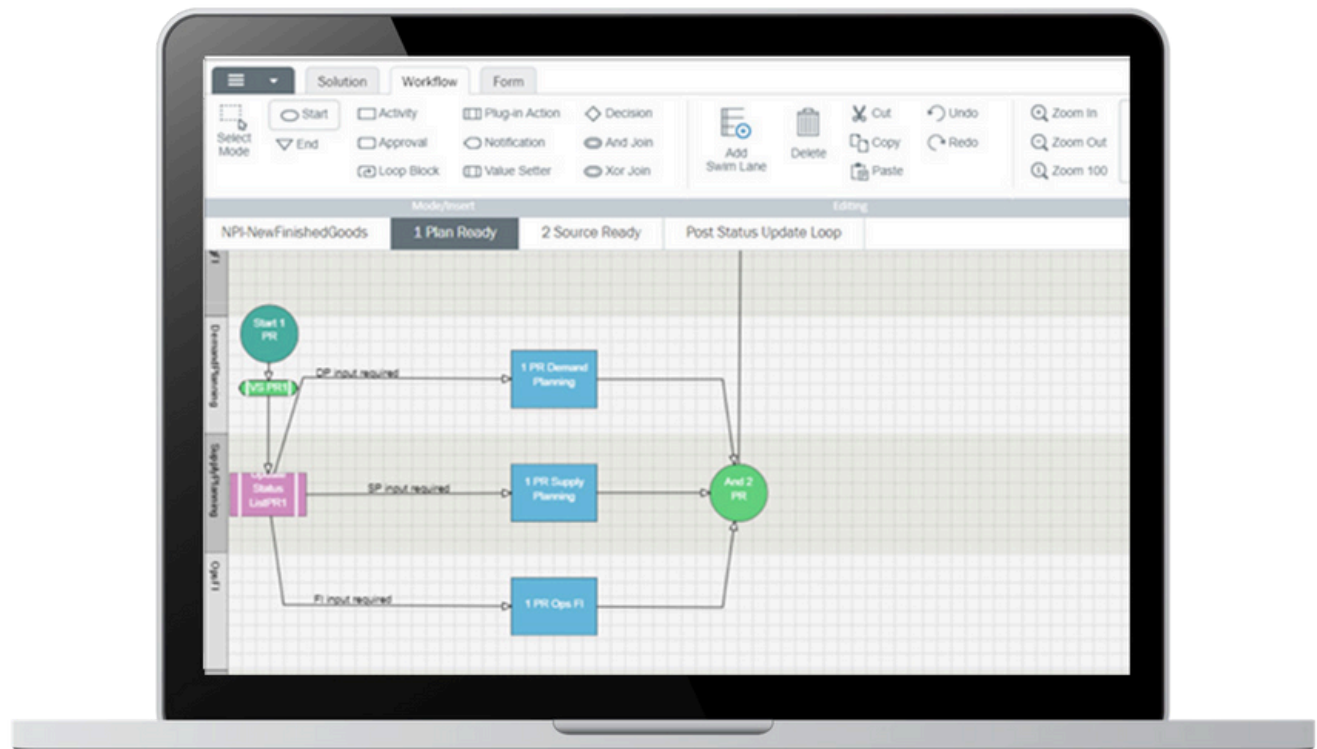
Automate Evolve provides an easy-to-use interface to change your digitized launch processes. No technical SAP programming skills are required.

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Summary of benefits

Engaging with Automate Evolve to digitize and optimize your NPI process results in key benefits for your organization including:

- **Speed** – Automate Evolve customers have reduced NPI cycle times by 50% or more.

- **Visibility** – Get the information you need to meet launch dates & manage risk.

- **Scale** – Launch more products without adding headcount.

- **Predictability** – Trust your processes to deliver on time.

- **Agility** – Create flexible, digitized processes that support your changing business.

- **Quality** – Reduce costly errors and delays by getting data right the first time.

"It's not just about saving time and achieving greater accuracy. Those are wonderful things, yes. But when people can eliminate mundane tasks and add greater value to the business, their job satisfaction increases."

SAP professional, Pharmascience Inc.

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A better way to manage your product data

In addition to our NPI solution, Automate Evolve enables your business teams to digitize and accelerate the day-to-day management of your materials and other SAP product data using Microsoft Excel.

Whether it's making mass changes to your product data or running an operational report, business teams can get work done faster and improve data quality compared to using the SAP GUI.
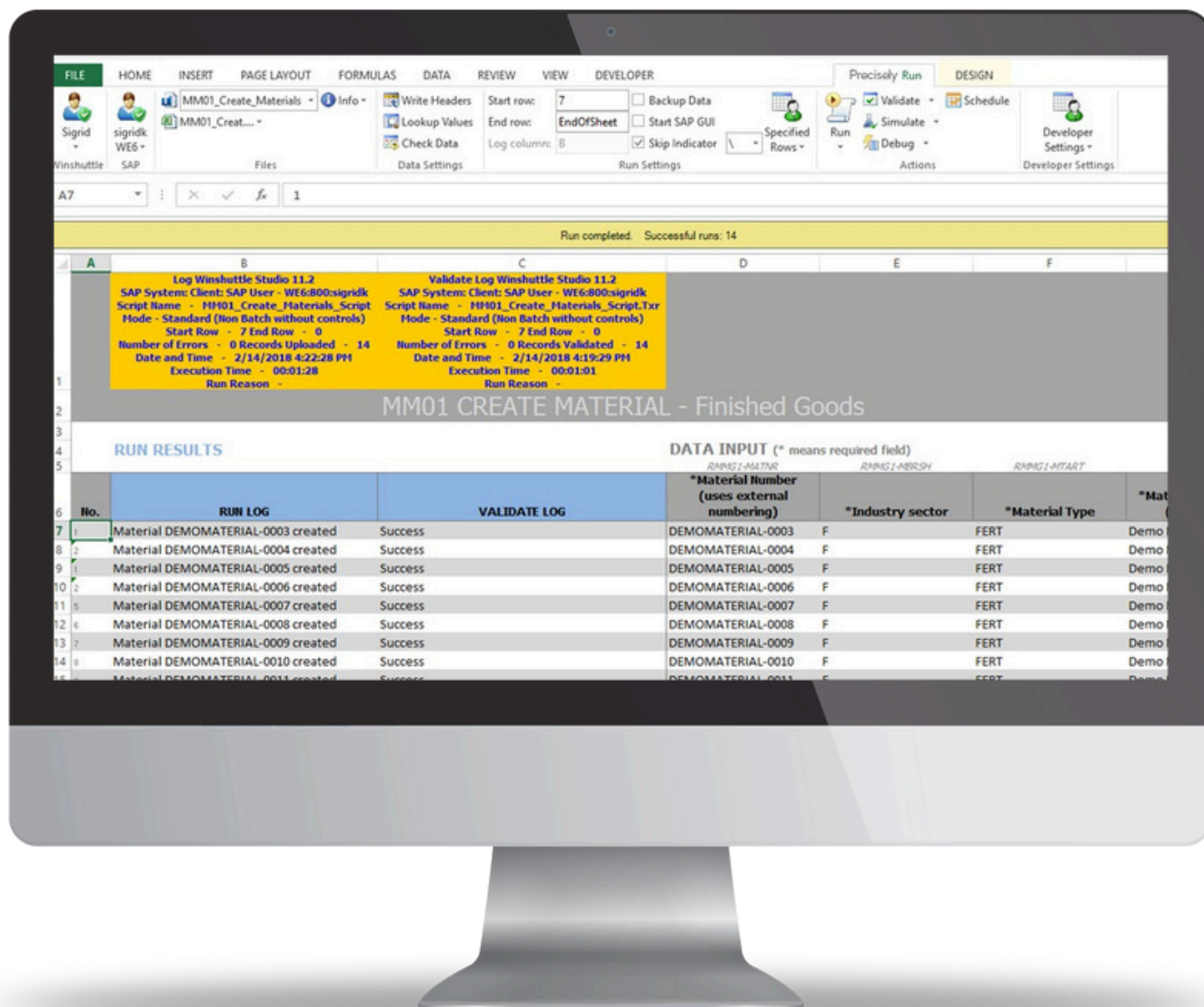
Automate Studio empowers business teams to quickly author Excel-based solutions to create, change, or report on any SAP data.

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Digitize and accelerate SAP processes across your business

Automate Evolve works across your SAP landscape to empower business teams to streamline key processes and improve data quality—helping work get done faster and reducing downstream errors and business risk.
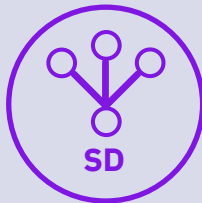
Certified for ECC and S/4HANA on-premise or in a private cloud, Automate Evolve can transform how you manage your SAP data and processes, enabling you to make a real impact on your business.
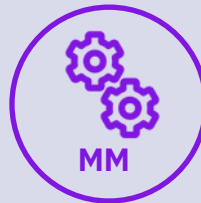

F1
Financial Accounting

CO
Controlling

SD
Sales and Distribution

MM
Materials Management

HR
Human Resources

PM
Plant Maintenance

AM
Asset Management

PS
Project System

PP
Production Planning

QM
Quality Management

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