



# Unternehmensplanung und Simulation

- Betriebswirtschaftliche Konzepte
- Simulation mit Valsight

Werner Sinzig, David Schwalb

April 2021

- Einführung zu Unternehmensanwendungen
- Enterprise Resource Planning
  - Rechnungswesen und **Planung**
    - **Betriebswirtschaftliche Konzepte**
    - **Simulation mit Valsight**
  - Kundenauftragsabwicklung
  - Materialwirtschaft: Einkauf, Produktionsplanung
  - Personalwesen
- Kundenbeziehungsmanagement (Customer Relationship Management; Gast: Prof. Carsten Hahn)
- Datenbankkonzepte für Unternehmensanwendungen  
(inkl. spaltenorientierter Hauptspeicherdatenbanken)
- Enterprise Cloud Plattformen zur Erweiterung und Integration von Unternehmensanwendungen





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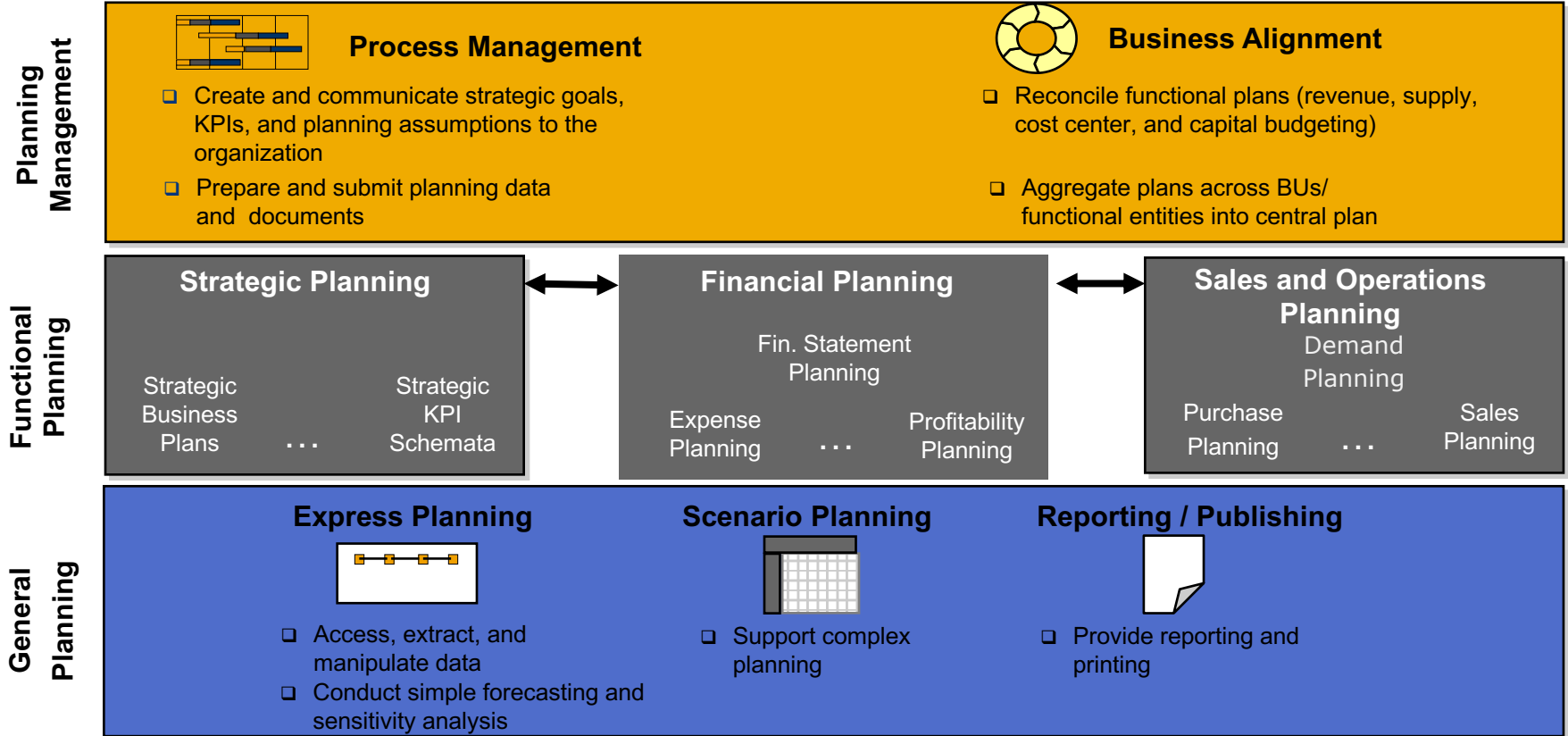
# Planung und Simulation

## Planning Practices

Today's Practices	Best / Next Practices	Customer Value Proposition
<ul style="list-style-type: none"> <li>Bottom-up planning</li> </ul>	<ul style="list-style-type: none"> <li>Strategy based planning</li> </ul>	<ul style="list-style-type: none"> <li>Results in an aligned budget (effectiveness)</li> <li>Reduces time consuming iterations (efficiency)</li> </ul>
<ul style="list-style-type: none"> <li>Fixed Budgets</li> </ul>	<ul style="list-style-type: none"> <li>Performance Budgets: planned resources / costs related to targeted performance</li> <li>Revised Budgets</li> </ul>	<ul style="list-style-type: none"> <li>Integrates financial plans with operational plans</li> <li>Enables for 'tougher' analyses</li> <li>Enables for faster actions</li> </ul>
<ul style="list-style-type: none"> <li>Detailed planning</li> </ul>	<ul style="list-style-type: none"> <li>KPI Planning based on benchmarks</li> <li>KPI related HR compensation</li> <li>Scenario planning</li> </ul>	<ul style="list-style-type: none"> <li>Avoids irrelevant number crunching</li> <li>Eliminates the last 'Zentralkomitee'</li> <li>Provides better committed figures</li> <li>Provides deeper insights</li> </ul>
<ul style="list-style-type: none"> <li>Historical view (monthly plan / actual comparison)</li> </ul>	<ul style="list-style-type: none"> <li>Predictive view (Rolling forecast)</li> </ul>	<ul style="list-style-type: none"> <li>Leads to a continuous entrepreneurship and a greater agility</li> <li>Enables for smoother analyses</li> </ul>
<ul style="list-style-type: none"> <li>Lagging indicators</li> </ul>	<ul style="list-style-type: none"> <li>Leading indicators</li> </ul>	<ul style="list-style-type: none"> <li>Enables for early warnings by disclosing existing information</li> </ul>
<ul style="list-style-type: none"> <li>Assuming ongoing business</li> </ul>	<ul style="list-style-type: none"> <li>Focus on impact of initiatives</li> </ul>	<ul style="list-style-type: none"> <li>Allows different planning approaches for ongoing business and new business</li> <li>Provides a complete view on a BU</li> </ul>

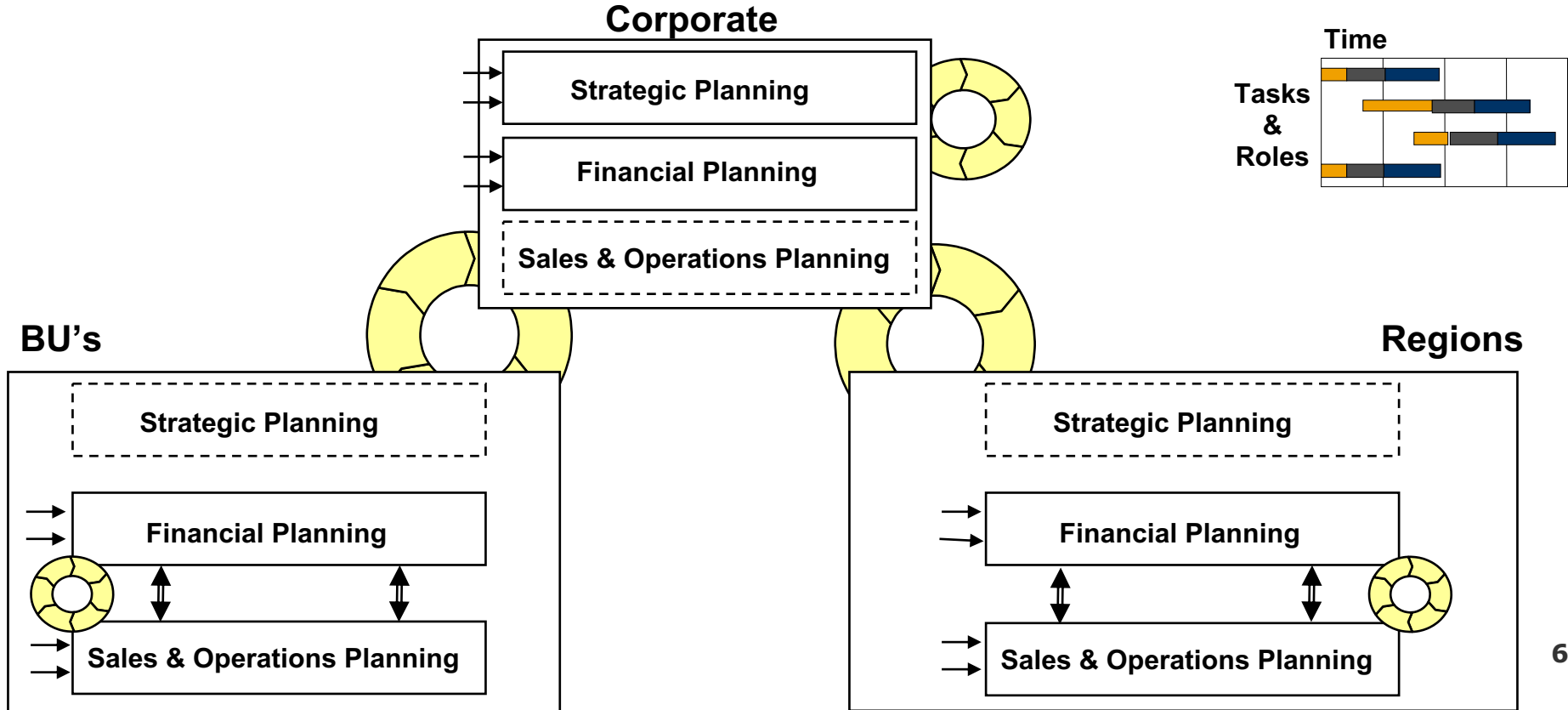
# Planung und Simulation

## Business Planning Framework



# Planung und Simulation

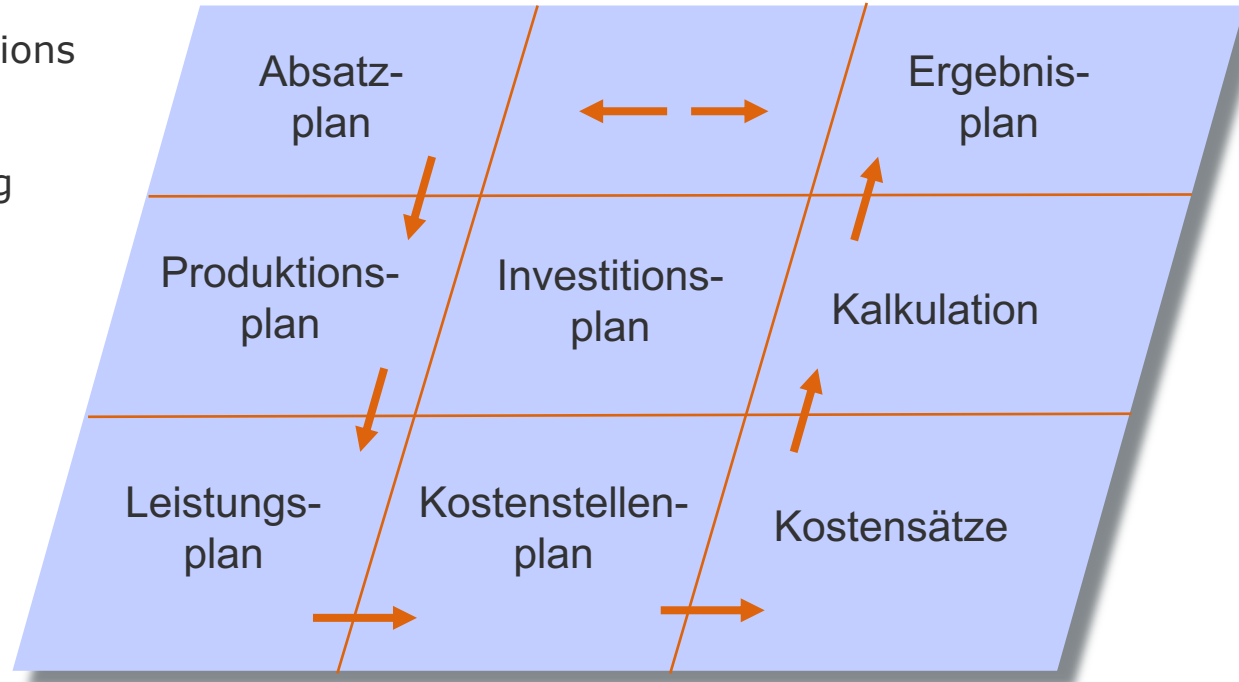
## Planungsprozess



# Planung und Simulation

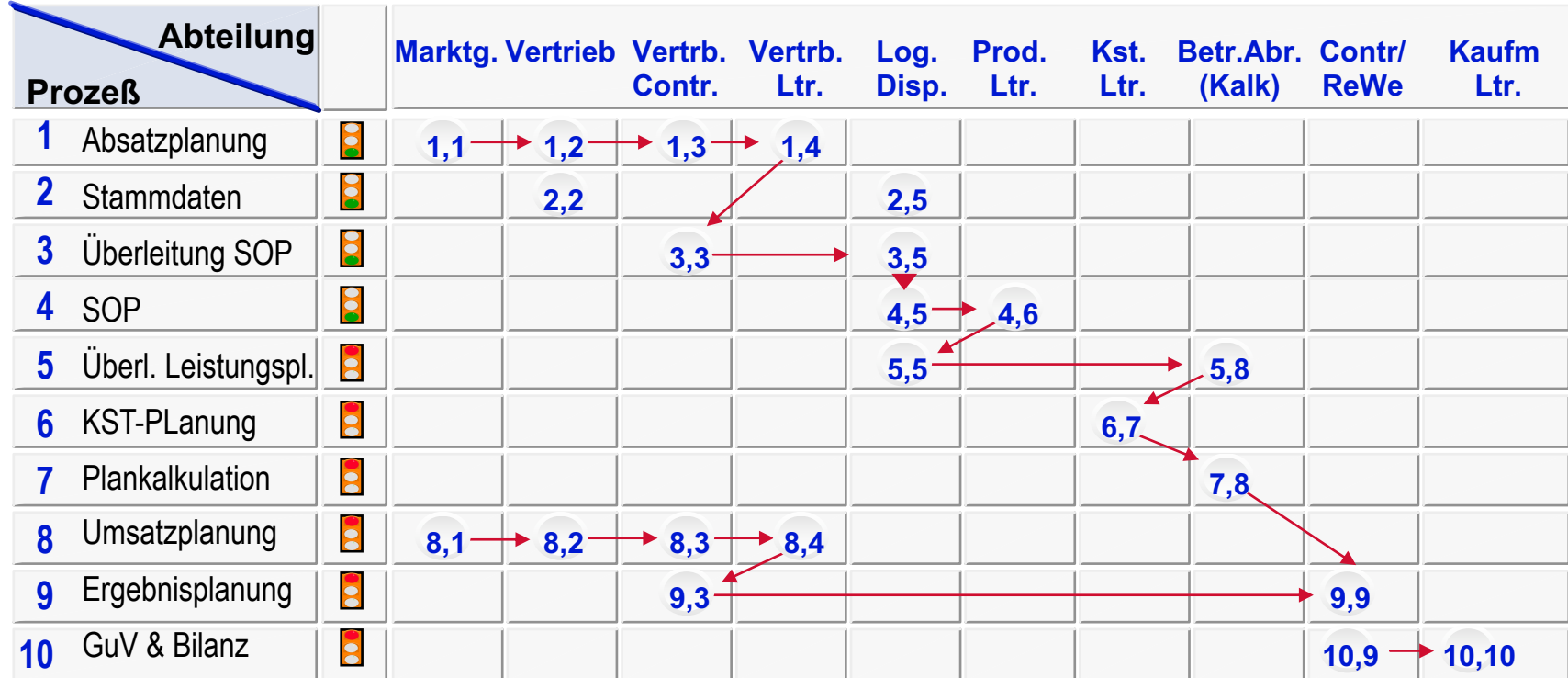
## Planungsprozess

- ◆ Sales and Operations Planning
- ◆ Financial Planning



# Planung und Simulation

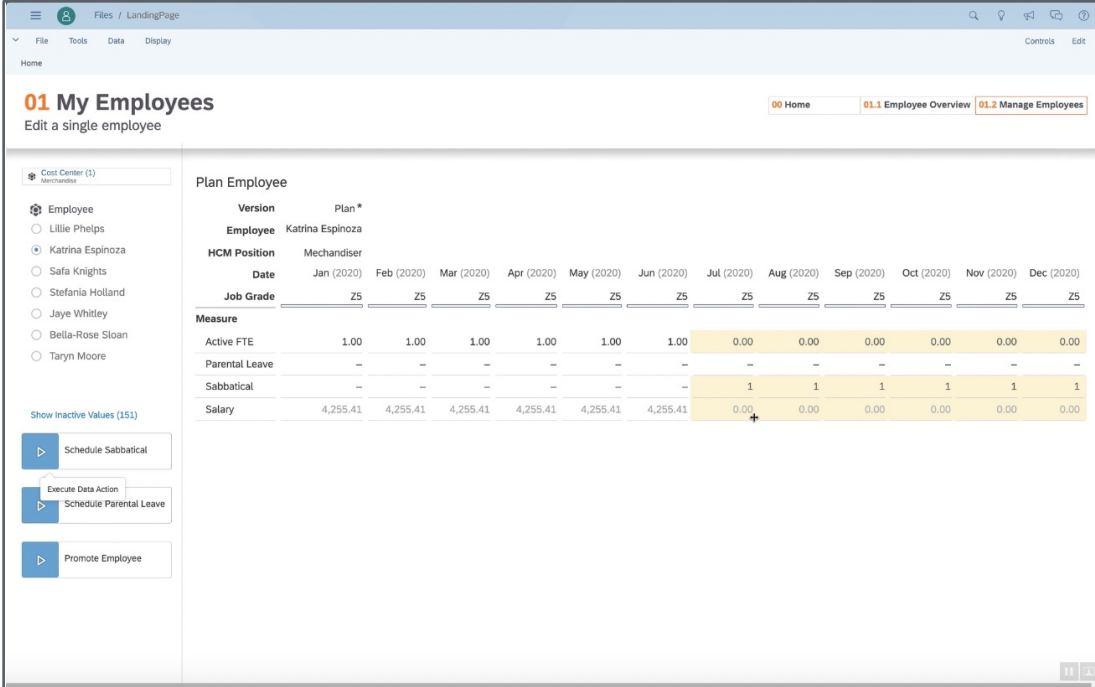
## Planungsprozess





# S/4 HANA SAP Analytics Cloud

## Präsentation *Workforce Planning*



The screenshot shows the SAP Analytics Cloud interface for Workforce Planning. The main heading is "01 My Employees" with a sub-heading "Edit a single employee". The interface includes a navigation menu on the left with options like "Employee", "Schedule Sabbatical", "Execute Data Action", "Schedule Parental Leave", and "Promote Employee". The main content area displays a "Plan Employee" table for Katrina Espinoza, showing metrics like Active FTE, Parental Leave, Sabbatical, and Salary across months from Jan to Dec 2020.

**01 My Employees**  
Edit a single employee

Cost Center (1)  
Merchandise

Employee  
 Lillie Phelps  
 Katrina Espinoza  
 Safa Knights  
 Stefania Holland  
 Jaye Whitley  
 Bella-Rose Sloan  
 Taryn Moore

Show Inactive Values (151)

Schedule Sabbatical

Execute Data Action  
Schedule Parental Leave

Promote Employee

**Plan Employee**

Version	Plan *												
Employee	Katrina Espinoza												
HCM Position	Mechandiser												
Date	Jan (2020)	Feb (2020)	Mar (2020)	Apr (2020)	May (2020)	Jun (2020)	Jul (2020)	Aug (2020)	Sep (2020)	Oct (2020)	Nov (2020)	Dec (2020)	
Job Grade	Z5	Z5	Z5	Z5	Z5	Z5	Z5	Z5	Z5	Z5	Z5	Z5	
Measure													
Active FTE	1.00	1.00	1.00	1.00	1.00	1.00	0.00	0.00	0.00	0.00	0.00	0.00	
Parental Leave	-	-	-	-	-	-	-	-	-	-	-	-	
Sabbatical	-	-	-	-	-	-	1	1	1	1	1	1	
Salary	4,255.41	4,255.41	4,255.41	4,255.41	4,255.41	4,255.41	0.00	0.00	0.00	0.00	0.00	0.00	



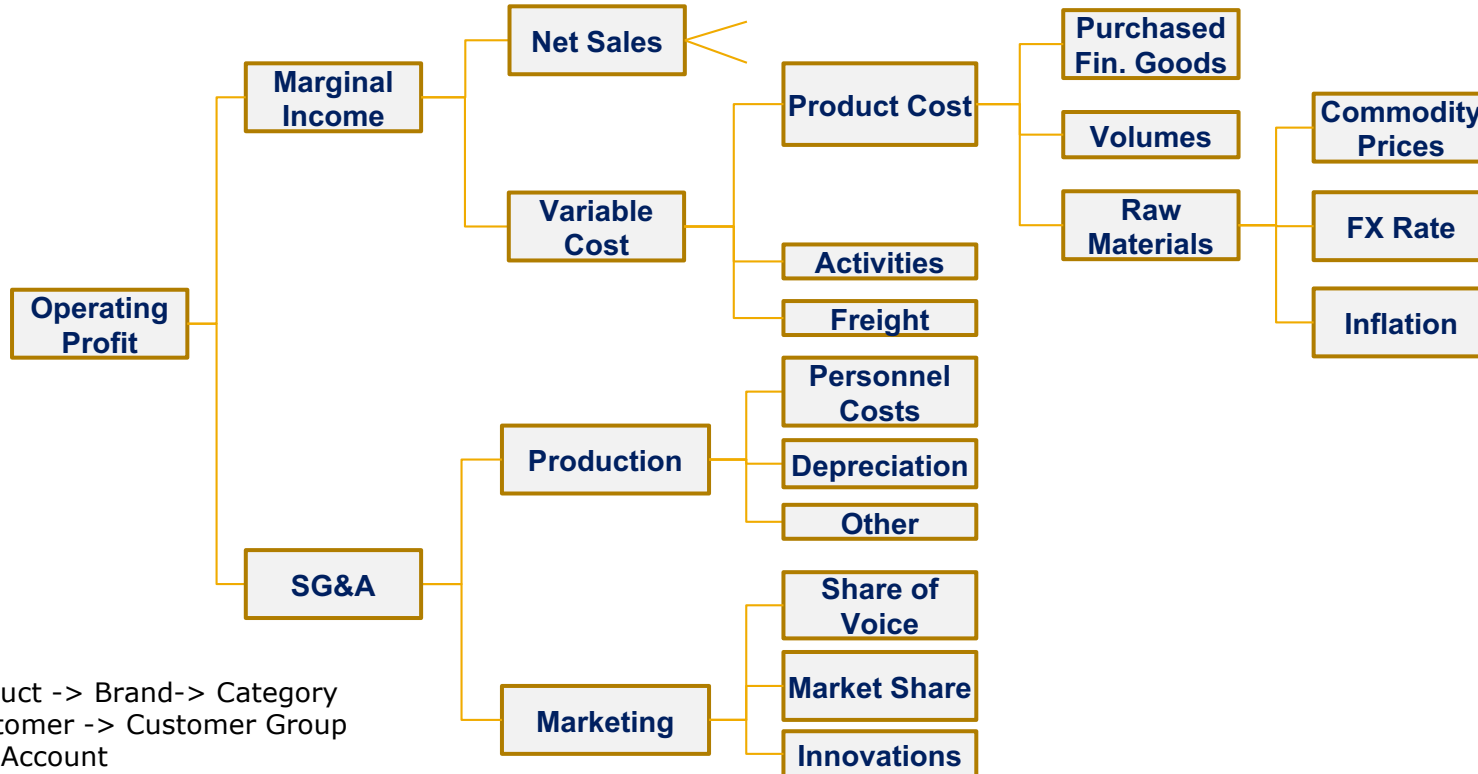
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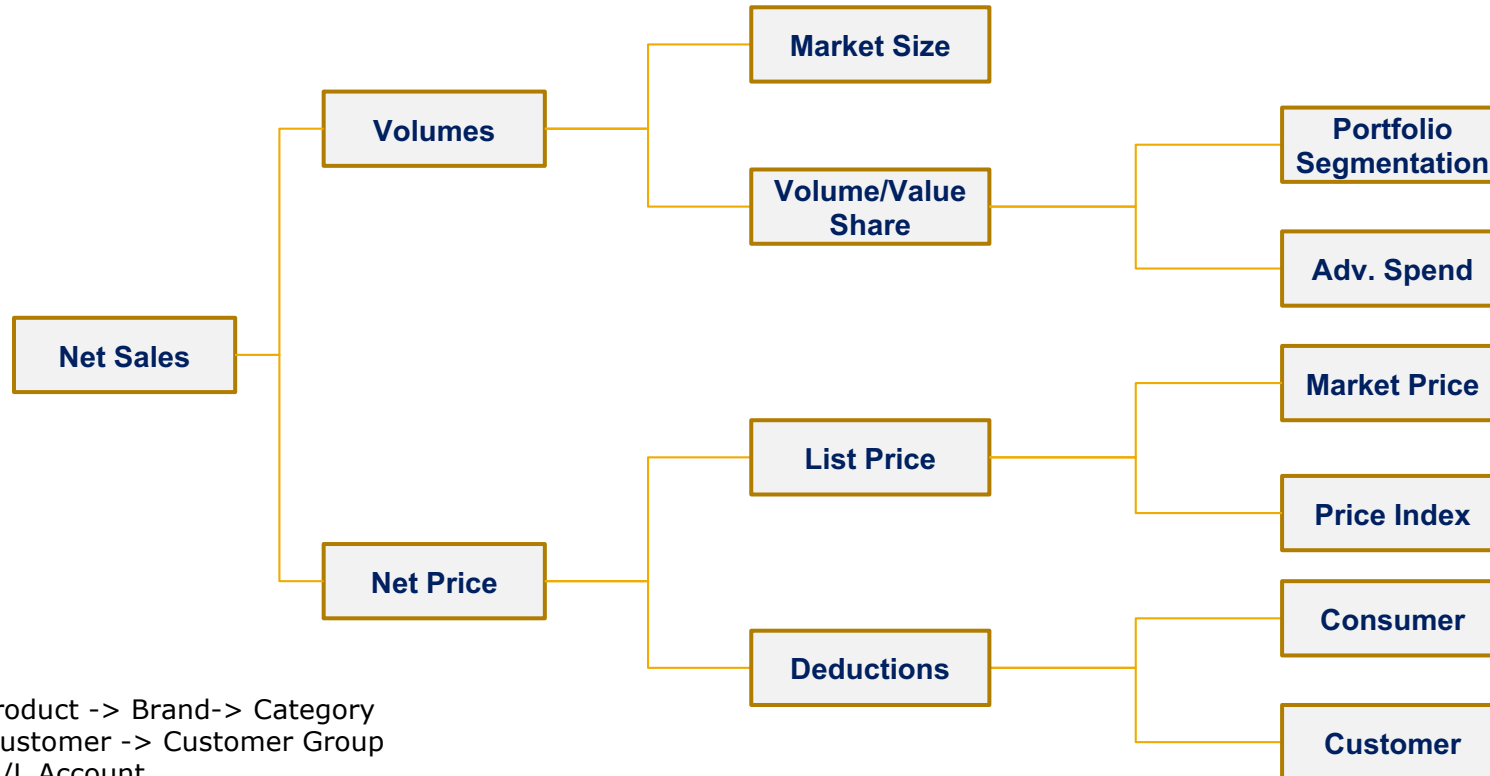
## Werttreiberbäume (1/2)



By - Product -> Brand-> Category  
- Customer -> Customer Group  
- G/L Account  
- Time

# Planung und Simulation

## Werttreiberbäume (2/2)



By - Product -> Brand-> Category  
- Customer -> Customer Group  
- G/L Account  
- Time

# Valsight

## Präsentation *Fuel Cost Simulation*

