## ERPsim Lab Start of Term 2025-2026

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Webinar
Online | September 9, 2025





## Agenda

- 1. Welcome
- 2. ERPsim latest features
- 3. Business Builders
  - **Enhancements**
  - New games.
- 4. Other updates
- 5. Live Q&A

## Learning Solutions from the ERPsim Lab





#### **VIRTUAL BUSINESS**

- Automation of administrative tasks
- Simulation of customer and vendor behaviors
- Simulation of passing of time



**Available for SAP S/4HANA** 



#### **PARTICIPANTS**

- Business decisions
- Business analytics
- Engagement through competition

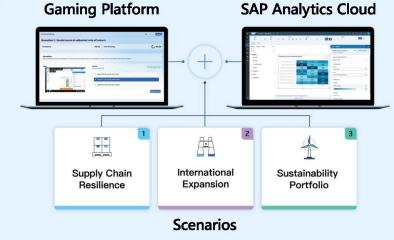


**ERPsim Games** 





#### **Business Builders**



















#### **ERPsim or Business Builders?**

## Why Not Both?

With **ERPsim**, students learn business processes and how their decisions make an impact on business outcomes.

They get to use a real ERP system, **SAP S/4HANA**, in a true-to-life real-time simulation.

With Business Builders, students learn how to answer business questions by exploring datasets and designing new or using existing visualizations on SAP Analytics Cloud.

## **ERPsim**

#### **Analytics**

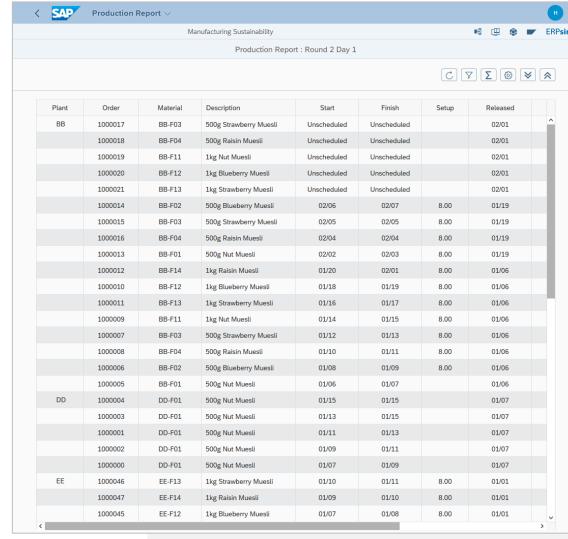
Custom ALV-grid reports converted to Fiori

Reworked OData services for better performance

#### General

Bug fixes and "under the hood" improvements

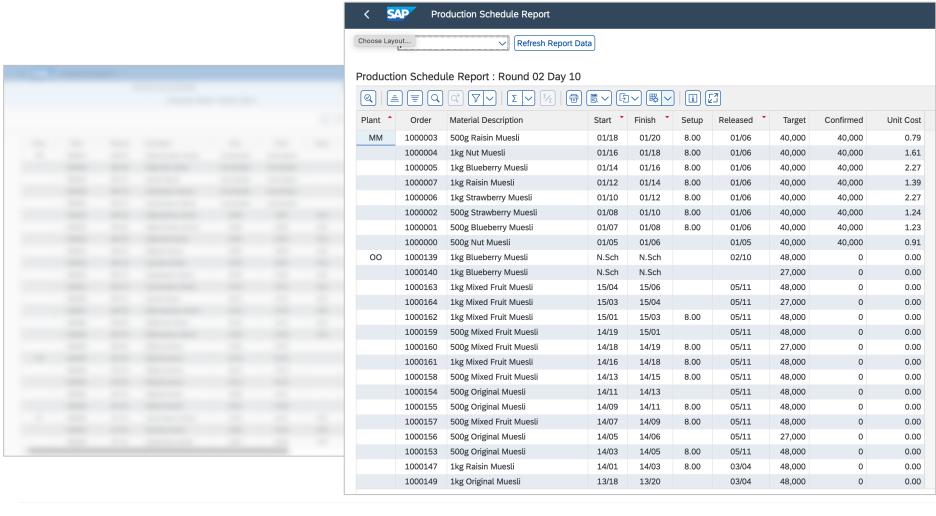
New simulator modules



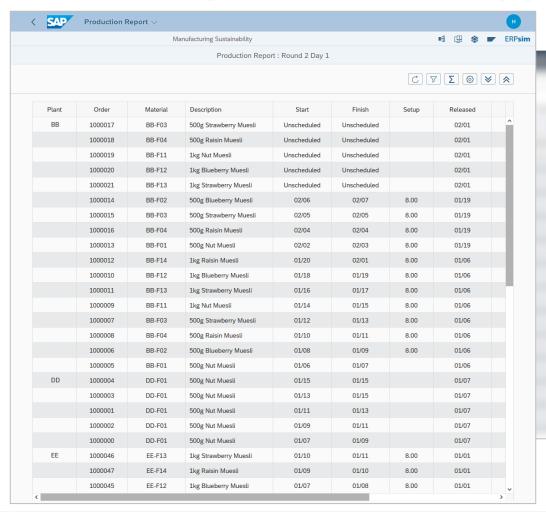
Transaction ZCOOIS (Production Report)

Converted to a Fiori app

## Conversion of WEBGUI Reports to Fiori Applications



## Conversion of WEBGUI Reports to Fiori Applications



## **Core Game Enhancements**

#### **Universal Starting Inventory**

• All games can now start with **inventory** to accelerate sales process in classroom settings

#### **Maple Game Lead Time Fix**

 Purchase orders made on day 1 no longer incur full lead time (helps students who forgot to complete setup before game starts)

#### **Automated Period Management**

MD61 columns automatically adjust when running ZSTART in new months:
 Independent requirements shift to appropriate time periods

#### **Transaction Flexibility (enabled via ZSTART's options)**

- Manufacturing: Can replace transaction FB50 with ZFB50
- Logistics: Can enable ZRPA (Al-based Forecasts)



#### New Modules for Enhanced Game Customization

#### **Maple Game Configuration Modules**

"Starter Scenario Script" Module Now optional (previously mandatory)

Deactivate to eliminate starting inventory

"Replenish Script" Module Disabled by default

- Automatically orders 1,500 units of each product at round end
- Units received at start of next round

#### **Logistics Game Configuration Modules**

"Warehousing Unit Costs" Module Disabled by default

• €0.10 daily fee per inventory unit

"Truck Load Constraints" Module Disabled by default

• Internal transfers via ZMB1B now respect 750-unit truck capacity limits, requiring multiple trucks for larger transfers



### **Data Access & Analytics Improvements**

#### **Dual OData Service Architecture**

**OData Simulation Service** (always active)

- Fewer views and elements for optimized performance
- URL: https://<system>/odata/<client>

#### **OData Analytics Service (optional - activated via ZODATA)**

- Additional views for **in-depth analytics** after simulation
- URL: https://<system>/analytics/<client>

#### **Enhanced Instructor Controls**

#### Option to uncheck all company sets in ZODATA

- Prevents students from accessing any OData data
- Complete lockdown capability for controlled environments



## **Business Builders**

**Scenarios** Two new scenarios

Three existing scenarios

updated with new question

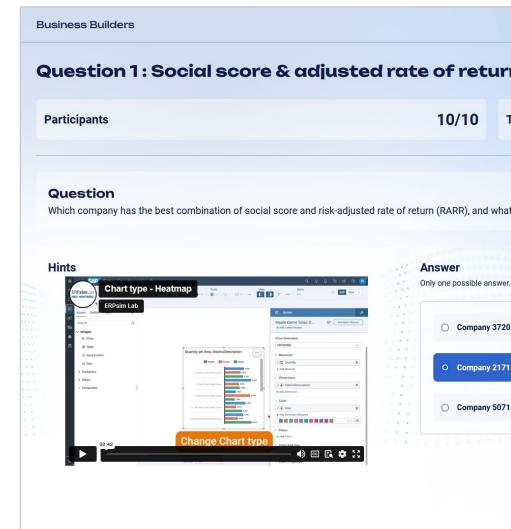
variants

**Content** Updated teaching notes

and slides

**General** Inviting students made easier

Various platform improvements



Business Builders Game Interface

# Business Builders New Scenarios Introduction and Demo

ERPsim Lab Start of Term Webinar

September 9<sup>th</sup>, 2025



**Business Builders** 

Serious games to learn enterprise systems and business analytics



Introduction of New Scenarios

Demo

Questions and Final Words

#### **Business Builders**

Gamified approach to teach Data Visualization skills



SAP and ERPsim Lab Collaboration



Enhanced visualization and data storytelling skills



Scenarios driven by data, which replicate realworld business challenges



Easy to learn and adopt in your classroom



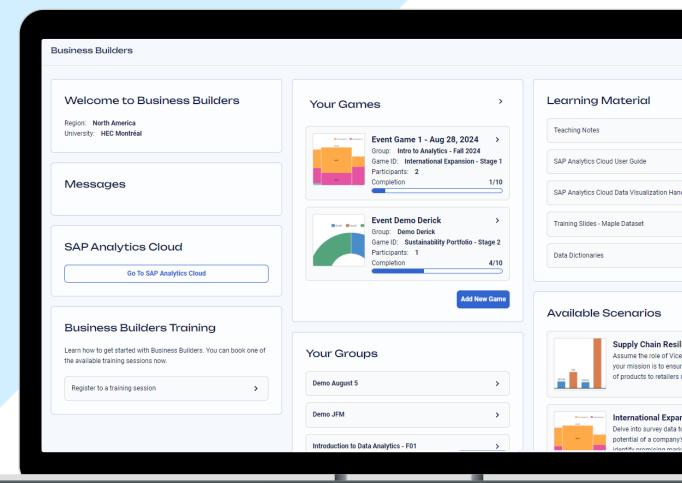
Gamification & competitive elements



Free, cloud-based offering for educators and students around the world

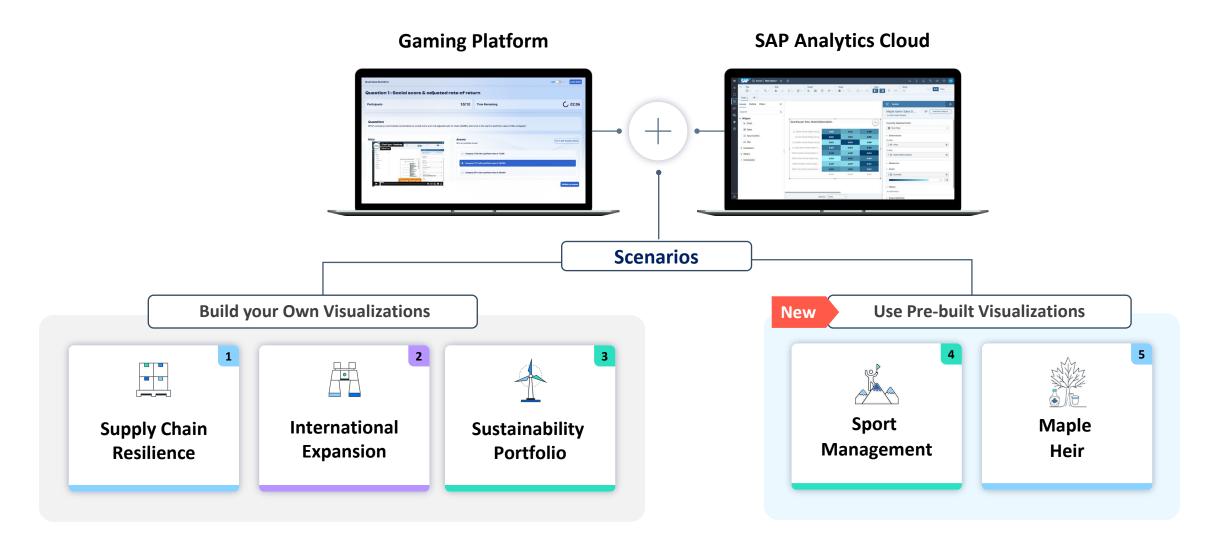


#### HEC MONTREAL





#### **Business Builders Overview**



# The Agent (Sports Management) Game



Business Builders © ERPs

© ERPsim Lab, HEC Montréal



## **Game Scenario**

Peak Performance Sports Group is a global sports agency that manages over 500 clients across multiple major sports. They handle contracts negotiations and brand sponsorships, making sure their clients get the best opportunities on and off the field.

#### The Internship:

- Understand the company's operations covering client base, contract management and revenue sources
- Analyze and manipulate data to help develop client relations and brand endorsement deals
- Gather insights to identify new business opportunities



#### Your Role as the New Data Analyst Intern

During your internship, you will learn about the company's operations while gathering key insights about the clients. Your role will involve understanding client contracts, client relations, branding, endorsements and sponsorships. You will help identify new opportunities for growth and new partnerships for the agency.



## **The Game Scenario - Stages**

Stage 1: Clients & Contracts Overview

Use **pre-built dashboard** pages with filters to learn about the company's client portfolio and contracts

15 Questions; 5 min each; **2-2.5 hours** of class time

10 Questions; 5 min each; **90 min** of class time

Use **pre-built dashboard** pages with filters to assess client's social media engagement and brand endorsement deals

Stage 2: Client Relationship & Brand Deals

Stage 3: Growth & Value Creation

**Create visualizations** to help support current clients and identify new business opportunities

10 Questions; 5 min each; **90 min** of class time

## Main Features & Learning Objectives

#### **Main Features:**

- Entry level game for a wide audience (e.g., undergrad, pre-university)
- Increasing level of difficulty through the stages (stages should be played in order)
- SAC training required for stage 3 (how to create visualization)

#### After completing the game, students should be able to:

- Obtain data literacy skills; Acquire Data Comprehension & Interpretation Skills; analytical thinking through visuals
- Get familiarized with the company's operations (stage 1)
- Read and analyze data dashboards about client, contract, brand endorsement deal portfolio (stage 1 & 2)
- Create new data visualization (stage 3)



# The Maple Heir Game

Business Builders



© ERPsim Lab, HEC Montréal



## **Game Scenario**

You inherited a long-standing family-owned maple syrup company, Super Maple Company, in Quebec. With no prior experience in the industry, you must learn more about the business to manage it efficiently and successfully.

#### You will have to learn about all key aspects of the company:

- Gain knowledge about maple syrup production
- Learn to manage the operations of different work locations
- Learn to supervise human resources
- Learn to oversee and manage finance, sales, and marketing
- Explore the opportunity of launching new maple products



You will access and explore the company's interactive dashboards to uncover key information about its operation, workforce dynamics, seasonal trends and financial trends. These insights will help you make well-informed decisions moving forward.





## **The Game Scenario - Stages**

10 questions per stage; 3 min for each question; **60-90 min** of class time for each stage

Stage 1: Sales & Marketing

- Evaluate the sales and profitability of different products
- Assess how marketing efforts and pricing influence sales performance
- Identify seasonal demand patterns
- Review balance sheets and income statements
- Analyze the profitability and financial performance over the years

Stage 2: Financial Statements

Stage 3: HR & Production Quality

- Analyze how compensation is distributed across the organization
- Evaluate production performance over time, with attention to peak periods and seasonal fluctuations
- Assess production waste and identify patterns linked to high-activity periods
- Rely on both internal and external data sources for strategic decisions
- Determine the viability and the potential success of new product launches

Stage 4: Entrepreneurship



## Main Features & Learning Objectives

#### **Main Features:**

- Introductory game (e.g., first year Business students)
- Modular game: Stages can be played independently
- No SAC training required (pre-built dashboards for all stages are provided)

#### After completing the game, students should be able to:

- Obtain data literacy skills; Acquire Data Comprehension & Interpretation Skills; analytical thinking through visuals
- Understand the company's structure, operations and financial position
- Understand the performance and the profitability of the company's products
- Assess the potential for expanding the business by launching new maple products





ERP**sim**Lab

Business Builders © ERPs

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## **Business Builders**

# Get engaged and bring it to your classroom!

- ✓ Free of charge
- No membership needed
- No programming or experience required





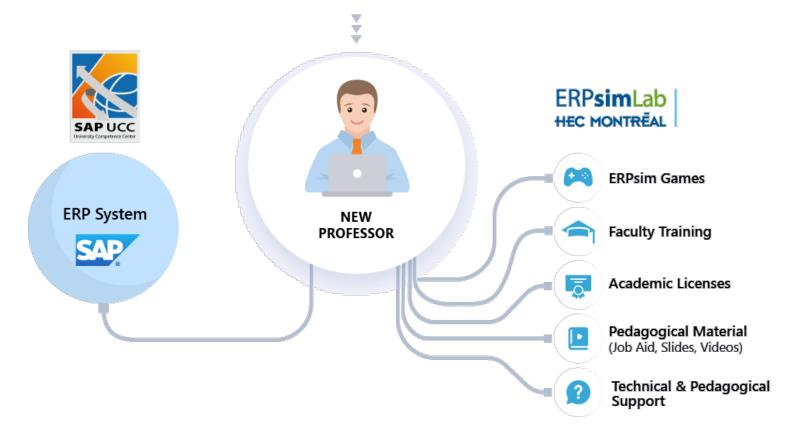


Scan the QR code and start your game today!



## **Get Started with ERPsim**













**ERPsim Academic Edition** 

## **Maple Card Game**



Immerse students in practical business processes through a tactile card game experience

/, Foundation for Advanced Learning

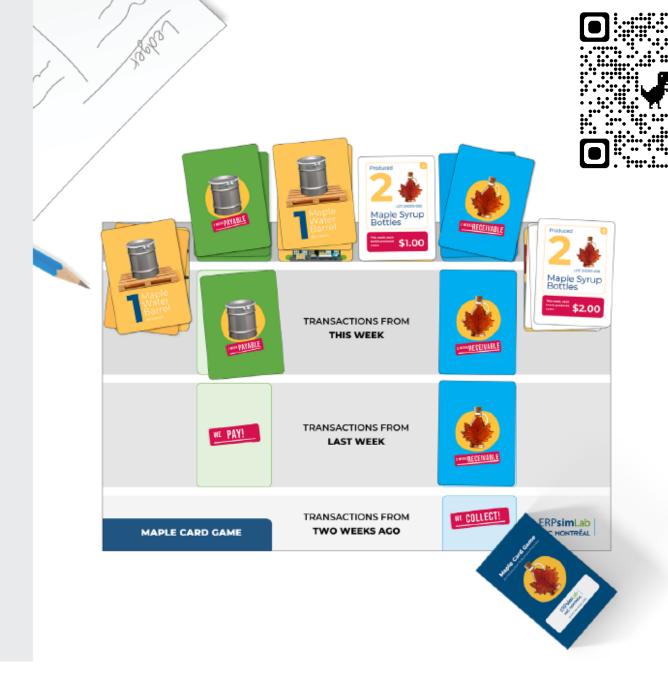
Prepare students for more complex (ERPsim) simulations by introducing core business concepts

Sustainable and Cost-Effective

A reusable, eco-friendly alternative to traditional paper-based simulations

Real-World Application

Bridge the gap between theory and practice by simulating a real-world business scenario



## **ERPsim Logistics Sustainability Random Disruptions**

1)	<u>:</u> ₩6	Cold Spell	<ul><li>Higher carbon emissions per unit of raw material purchased</li><li>Lower storage energy</li></ul>
2)		Carbon Decree	<ul><li>Higher carbon tax</li><li>Lower energy footprint</li></ul>
3)		Supplier Disruption	<ul><li>Less-optimal sourcing and routing</li><li>Higher carbon emissions for all products purchased</li></ul>
4)		Hub Gridlock	<ul> <li>Higher carbon emissions from direct sales</li> <li>Increased emissions from procurement and internal transfers</li> </ul>
5)		System Glitch	<ul> <li>Certain reports unavailable</li> <li>Requires consultant support or alternative data sources for decision-making</li> </ul>
6)		Data Breach	<ul><li>Team data exposed to competitors</li><li>Competitors can access and compare strategies</li></ul>
7)		Flash Flood	<ul> <li>Entire warehouse inventory lost</li> <li>Recovery efforts needed to reduce financial impact</li> </ul>
8)	िक्षेत्र (९)	Al Innovation	<ul><li>New AI tool developed by IT</li><li>Use it to enhance planning decisions</li></ul>







## **ERPsim Logistics Sustainability with Random Disruptors**









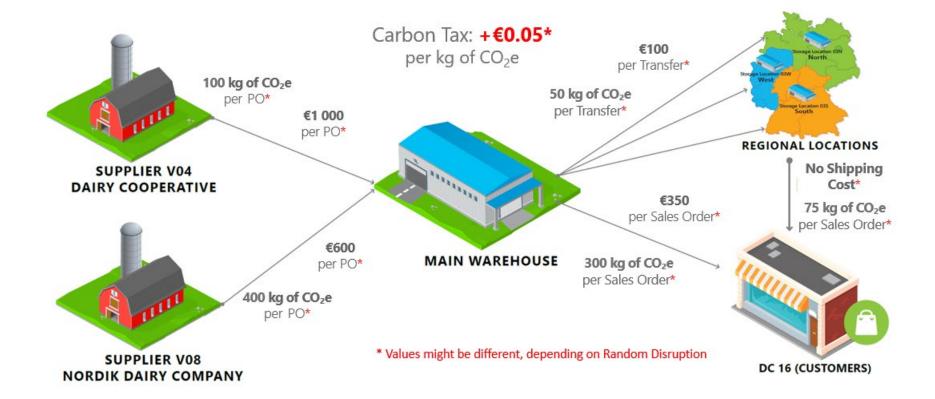








3) Supplier Disruption 4) Hub Gridlock 5) System Glitch 6) Data Breach 7) Flash Flood











## Round # - Random Disruption







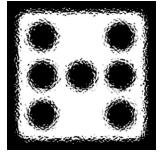
2) Carbon Decree



3) Supplier Disruption



4) Hub Gridlock







5) System Glitch



6) Data Breach



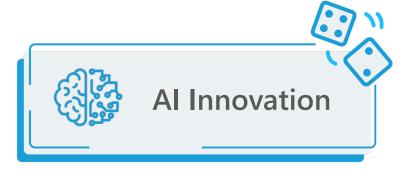
7) Flash Flood











Your internal IT department has developed an AI tool to support the planning process.

You can now leverage this tool to optimize your planning decisions.

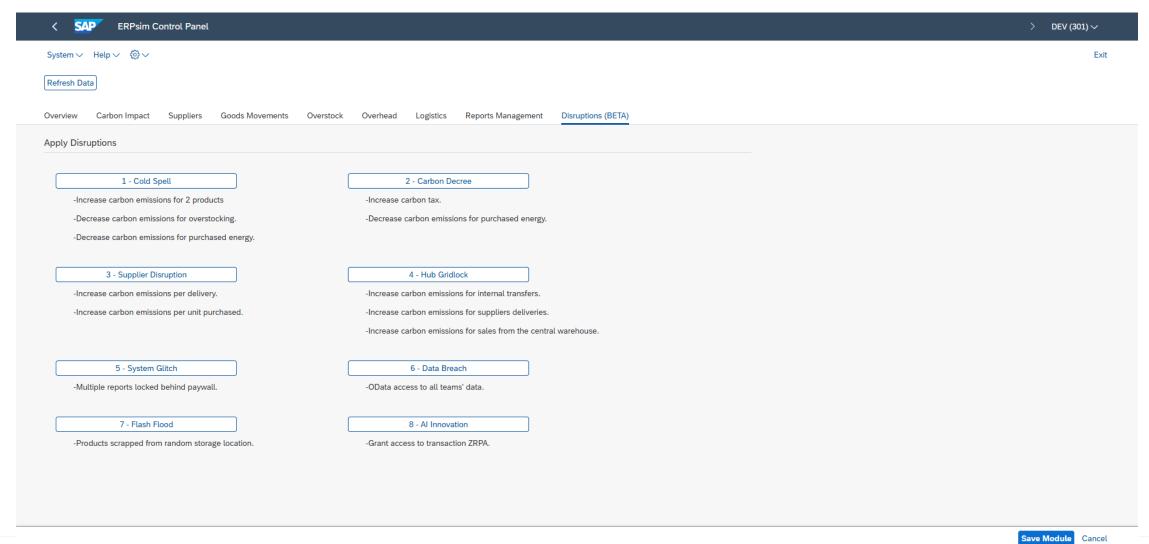






**ERPsim Academic Edition** 

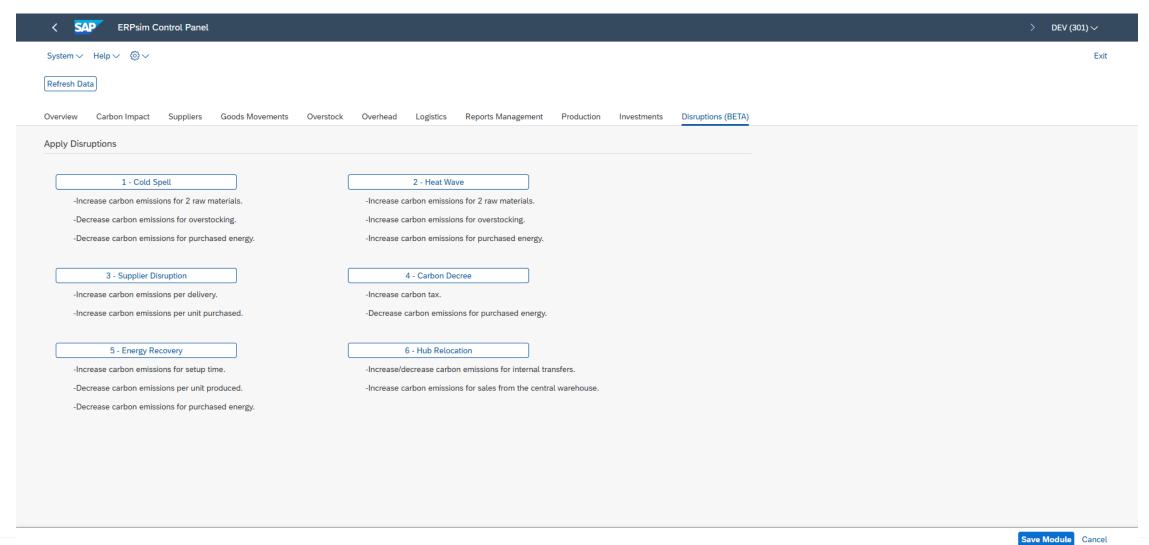
### **ZCONTROL**: Disruptors Admin







## **ZCONTROL**: Disruptors Admin







#### **ZRPA: AI-based Forecast Calculation**

Sales Prices Report

Movin Costs

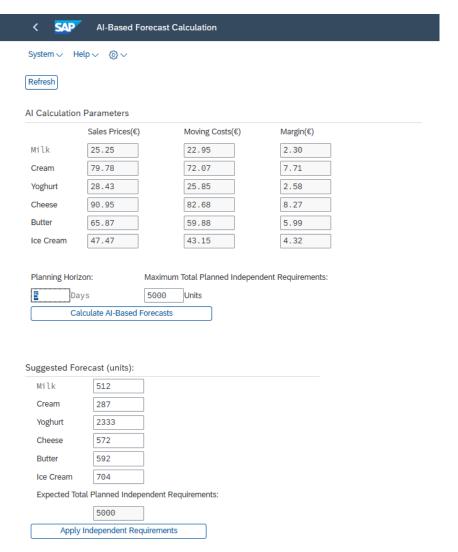
Margins

Planning Horizon Input

Maximum Forecast

Forecast by Product Output

Apply? **CTA** 











**ERPsim Academic Edition** 

# ERPsim Challenge: https://erpsim.hec.ca/en/node/328





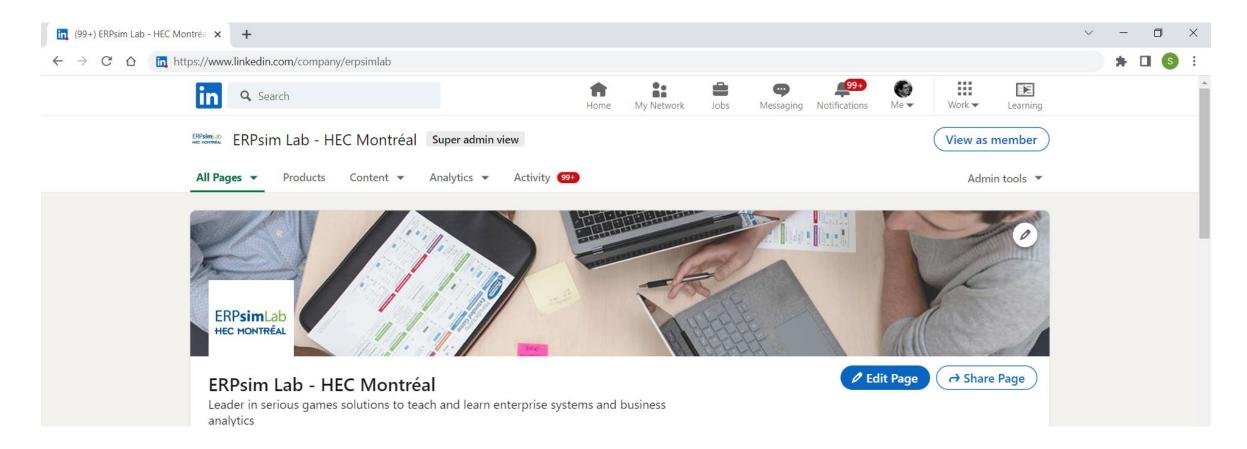








## CTA: linkedin.com/company/erpsimlab

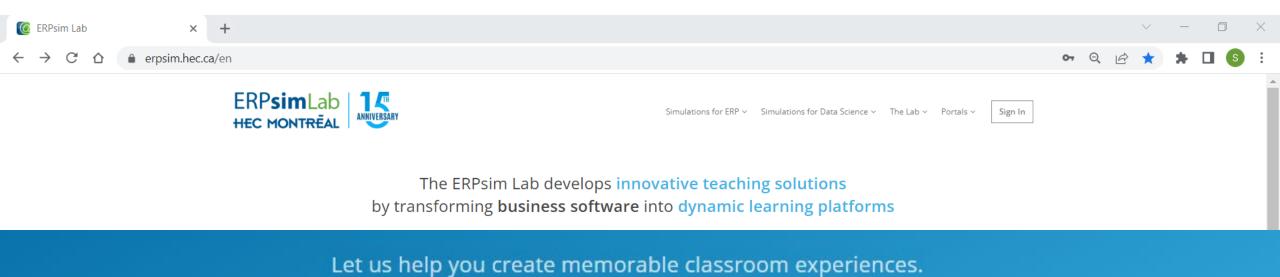








## CTAs: https://erpsim.hec.ca















**ERPsim Academic Edition** 

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## **Learn More About ERPsim Lab**

https://erpsim.hec.ca

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## Thank you!



