

ERPsim and Business Builders

Start of Term Webinar

Jean-François Michon, M.Sc.
Director of Operations
ERPsim Lab

Webinar
Montréal, Canada – August 25, 2026

ERPsimLab
HEC MONTRÉAL

Serious games to learn enterprise
systems and business analytics

Agenda

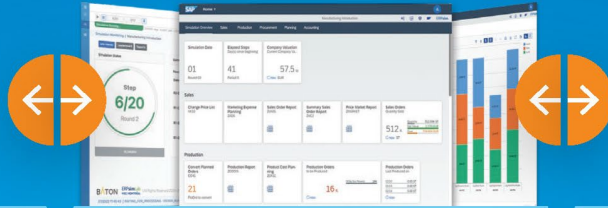
1. General Update
2. ERPsim Update
3. Business Builders Update
4. Q&A

Learning Solutions from the ERPsim Lab

ERPsim Simulator

VIRTUAL BUSINESS

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



ERP SYSTEM

Available for
SAP S/4HANA



PARTICIPANTS

- ✓ Business decisions
- ✓ Business analytics
- ✓ Engagement through competition

ERPsim Games



MANUFACTURING



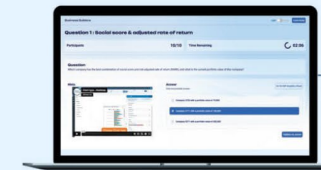
LOGISTICS



MAPLE

Business Builders

Gaming Platform



SAP Analytics Cloud



Scenarios

Maple Card Game



ERPsim
Academic License
\$65 CAD
Per-Student

ERPsim In-A-Box
Academic License
\$85 CAD
Per-Student



Effective price from August 1st, 2026.
Visit <https://ersim.hec.ca/buy> for Terms & Conditions.
Contact us at ersim@hec.ca for specific pricing (HDI, bulk, Per-Event, Site License).

ERPsim In-A-Box

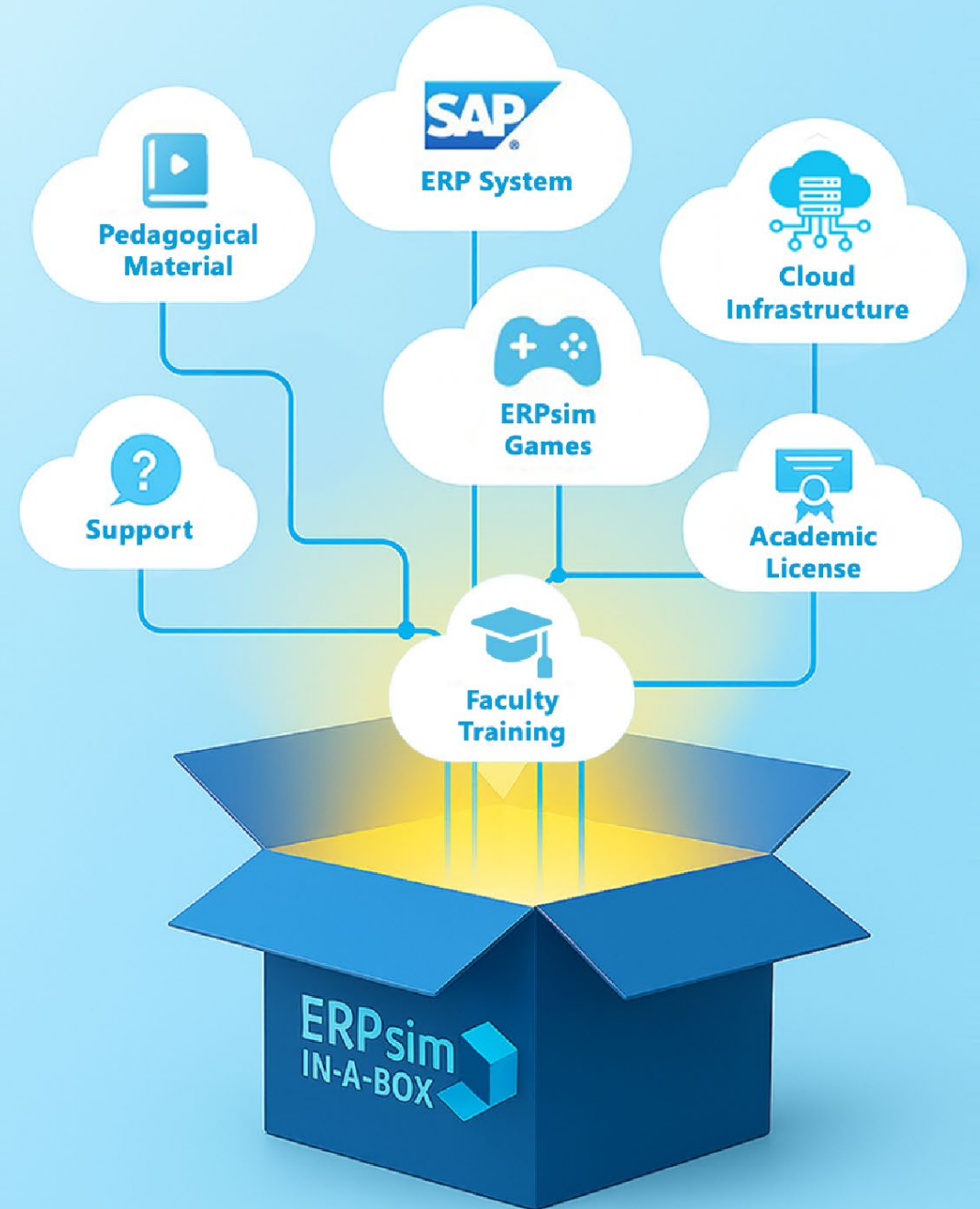
Cloud Hosted Solution to Enhance Your Teaching with Gamified Business Simulations

- ✓ Dedicated SAP Client
- ✓ 100% Web-based
- ✓ Easy to Learn and Use
- ✓ Ready to Run
- ✓ Zero Complexity
- ✓ No Contract



Everything you need for full integration into existing curricula (Per-Course) or use for bootcamps, competitions (Per-Event).

Contact us for pricing and details!



New Offering Available in Two Flexible Packages



Interested? Contact ersim@hec.ca

Per-Course and Per-Event

- Per-Course: Full integration into existing curricula
- Per-Event: Perfect for bootcamps, competitions

Both options includes

- Complete course package that includes ERPsim licenses and hosting
- Dedicated SAP client in the cloud hosted by AWS
- No long-term contract: can be purchased by students or institutions

ERPsims Logistics Sustainability Random Disruptions

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

ZCONTROL: Disruptors Admin

<  ERPsim Control Panel

> DEV (301) ▾

System ▾ Help ▾  ▾

Exit

Refresh Data

Overview Carbon Impact Suppliers Goods Movements Overstock Overhead Logistics Reports Management Disruptions (BETA)

Apply Disruptions

1 - Cold Spell

- Increase carbon emissions for 2 products
- Decrease carbon emissions for overstocking.
- Decrease carbon emissions for purchased energy.

2 - Carbon Decree

- Increase carbon tax.
- Decrease carbon emissions for purchased energy.

3 - Supplier Disruption

- Increase carbon emissions per delivery.
- Increase carbon emissions per unit purchased.

4 - Hub Gridlock

- Increase carbon emissions for internal transfers.
- Increase carbon emissions for suppliers deliveries.
- Increase carbon emissions for sales from the central warehouse.

5 - System Glitch

- Multiple reports locked behind paywall.

6 - Data Breach

- OData access to all teams' data.

7 - Flash Flood

- Products scrapped from random storage location.

8 - AI Innovation

- Grant access to transaction ZRPA.

Logistics Sustainability Scenario

Save Module Cancel

ZCONTROL: Disruptors Admin

<

SAP

ERPsim Control Panel

>

DEV (301)

>

System

Help

Exit

Refresh Data

Overview

Carbon Impact

Suppliers

Goods Movements

Overstock

Overhead

Logistics

Reports Management

Production

Investments

Disruptions (BETA)

Apply Disruptions

1 - Cold Spell

-Increase carbon emissions for 2 raw materials.

-Decrease carbon emissions for overstocking.

-Decrease carbon emissions for purchased energy.

2 - Heat Wave

-Increase carbon emissions for 2 raw materials.

-Increase carbon emissions for overstocking.

-Increase carbon emissions for purchased energy.

3 - Supplier Disruption

-Increase carbon emissions per delivery.

-Increase carbon emissions per unit purchased.

4 - Carbon Decree

-Increase carbon tax.

-Decrease carbon emissions for purchased energy.

5 - Energy Recovery

-Increase carbon emissions for setup time.

-Decrease carbon emissions per unit produced.

-Decrease carbon emissions for purchased energy.

6 - Hub Relocation

-Increase/decrease carbon emissions for internal transfers.

-Increase carbon emissions for sales from the central warehouse.

Save ModuleCancel

Manufacturing Sustainability Scenario

ERPsimLab

HEC MONTRÉAL

ERPsim

© 2004-2026, ERPsim Lab, HEC Montréal.

9

What's New?

Available soon!

Simulator and SAP Improvements

- Significant performance improvements across all games
- Multiple bug fixes

OData Quick Export

- Export the full OData feed or select entities to an Excel workbook in a few clicks.

Translation Fixes

- Added missing translations for SSB tiles (for Spanish, French and German translations)

Documentation Updates

- **Available now!** Disruption guides and slide decks for Manufacturing and Logistics Sustainability
- **Work in progress** Accessibility-compliant Participant Guide and Job Aids

Ways to introduce AI with ERPsim

Modernization of ZRPA

From the SAP Web GUI transaction to a modern Fiori app.

CLASSIC INTERFACE (ZRPA)

The screenshot shows the SAP AI-Based Forecast Calculation interface. It features a header with the SAP logo and a title bar. Below the header, there is a menu dropdown and a Refresh button. The main section is titled 'AI Calculation Parameters' and contains three columns: Sales Prices(€), Moving Costs(€), and Margin(€). Each column has input fields for Milk, Cream, Yoghurt, Cheese, Butter, and Ice Cream. Below these columns, there are fields for Planning Horizon (5 days) and Maximum Total Planned Independent Requirements (4000 units). A Calculate AI-Based Forecasts button is located below these fields. At the bottom, there is a Suggested Forecast (units) section with input fields for Milk, Cream, Yoghurt, Cheese, Butter, and Ice Cream. Below this section, there is a field for Expected Total Planned Independent Requirements (4000 units) and an Apply Independent Requirements button.

	Sales Prices(€)	Moving Costs(€)	Margin(€)
Milk	25.25	23.14	2.11
Cream	79.78	72.66	7.12
Yoghurt	28.43	26.07	2.36
Cheese	90.95	83.37	7.58
Butter	65.87	60.38	5.49
Ice Cream	47.47	43.51	3.96

Planning Horizon: 5 days
Maximum Total Planned Independent Requirements: 4000 units

Calculate AI-Based Forecasts

Suggested Forecast (units):

	Units
Milk	
Cream	287
Yoghurt	1845
Cheese	572
Butter	592
Ice Cream	704

Expected Total Planned Independent Requirements: 4000

Apply Independent Requirements



NEW FIORI APP (ZAI_MD61)

The screenshot shows the SAP Fiori app ZAI_MD61. It features a modern, clean design with a blue header and a white background. The app is divided into three main sections: Product Pricing & Margins, Planning Parameters, and Suggested Forecast. The Product Pricing & Margins section displays a table with columns for Product, Price (€), Moving Cost (€), Margin (€), and Margin (%). The Planning Parameters section includes fields for Planning Horizon (5 days) and Maximum Inventory (4000 units), as well as a Storage Capacity section with a bar chart showing In Warehouse, PO In Transit, Committed, and Qty in Order. The Suggested Forecast section displays a table with columns for Total Units to Order, Projected Revenue (€), and Average Margin (%).

Product	Price (€)	Moving Cost (€)	Margin (€)	Margin (%)
Milk AA-T01	25.25	22.99	2.30	9.11
Cream AA-T02	79.78	72.07	7.71	9.66
Yoghurt AA-T03	28.43	25.89	2.58	9.07
Cheese AA-T04	90.95	82.60	8.37	9.20
Butter AA-T05	65.87	58.88	6.99	9.88
Ice Cream AA-T06	47.47	43.19	4.32	9.10

Margin: High (green), Low (yellow), Critical (red)

Planning Parameters

Planning Horizon (Days): 5
Maximum Inventory (Units): 4000

Storage Capacity

In Warehouse: 0
PO In Transit: 0
Committed: 4000
Qty in Order: 0
Total: 4000

Overstock fees may apply if total planned units exceed your storage capacity (4,000 units).

Calculate AI-Based Forecasts

Suggested Forecast

Units allocated based on margin priority and planning horizon.

Total Units to Order: 0
Projected Revenue (€): 0
Average Margin (%): 0

Ways to introduce AI with ERPsim

The ZAI_VK32 pricing transaction

A custom transaction that recommends a price from the sales level you target.



YOU SET

A target sales level



IT RETURNS

A recommended price

3

Optimal Pricing — Results

Based on : Actual Inventory

Price optimised per product based on inventory level and planning horizon .

PRODUCT	CURRENT			QTY	PROPOSED		
	PRICE (€)	COST (€)	MARGIN %		PROPOSED PRICE (€)	PROPOSED MARGIN %	PROPOSED REVENUE (€)
T01 Milk	25,25	22,95	9.1 %	700	26,99 ↑ +6.9%	● 15.0 %	€ 18 895,37
T02 Cream	79,78	72,07	9.7 %	180	112,83 ↑ +41.4%	● 36.1 %	€ 20 308,67
T03 Yoghurt	28,43	25,85	9.1 %	550	34,29 ↑ +20.6%	● 24.6 %	€ 18 858,33
T04 Cheese	90,95	82,68	9.1 %	260	103,39 ↑ +13.7%	● 20.0 %	€ 26 881,84
T05 Butter	65,87	59,88	9.1 %	400	88,37 ↑ +34.2%	● 32.2 %	€ 35 349,55
T06 Ice cream	47,47	43,15	9.1 %	910	44,51 ↓ -6.2%	● 3.1 %	€ 40 502,79

PROJECTED PROFIT BY PRODUCT

Milk T01		€ 2 830,37
Cream T02		€ 7 336,07
Yoghurt T03		€ 4 640,83
Cheese T04		€ 5 385,04
Butter T05		€ 11 397,55
Ice cream T06		€ 1 236,29

PROJECTED REVENUE ?

€ 160 796,55

PROJECTED PROFIT ?

€ 32 826,15



ERPsimLab
HEC MONTRÉAL



Certificate

OF PARTICIPATION

THIS CERTIFICATE IS PROUDLY PRESENTED TO

Hanna Weber

certifies that the recipient has successfully completed a course using the ERPsim Manufacturing Sustainability Game. The recipient has demonstrated practical competency in managing a company within a real-time SAP S/4HANA ERP environment.

Date

Professor Name

Course Name
University Name



Jean-François Michon
Director of Operations,
ERPsim Lab, HEC Montréal

ERPsim Student Digital Badges Criteria

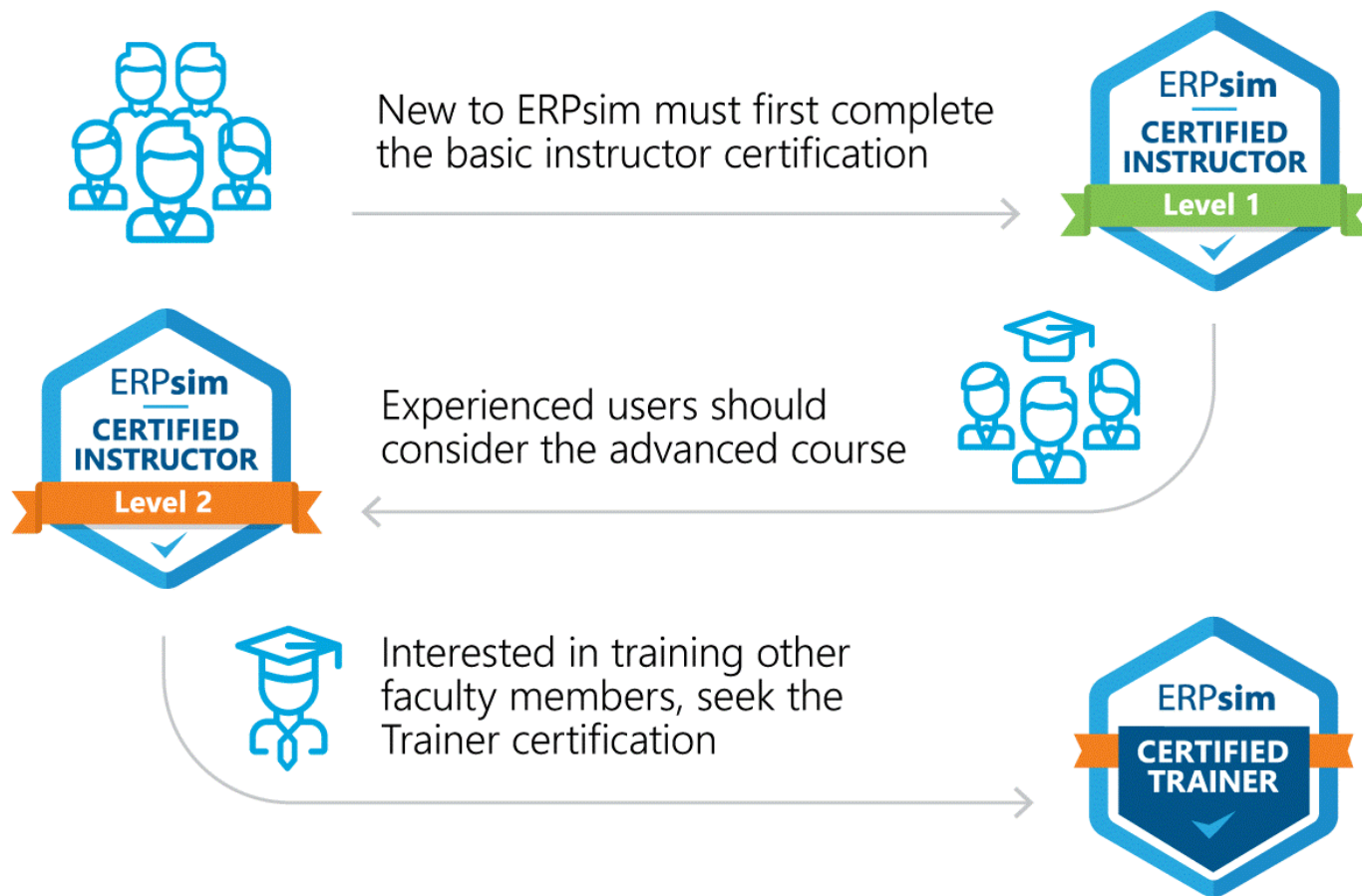
Issuer

- **ERPsim Level 2** Certification (latest)

Recipient

- **Per-Student** Academic License

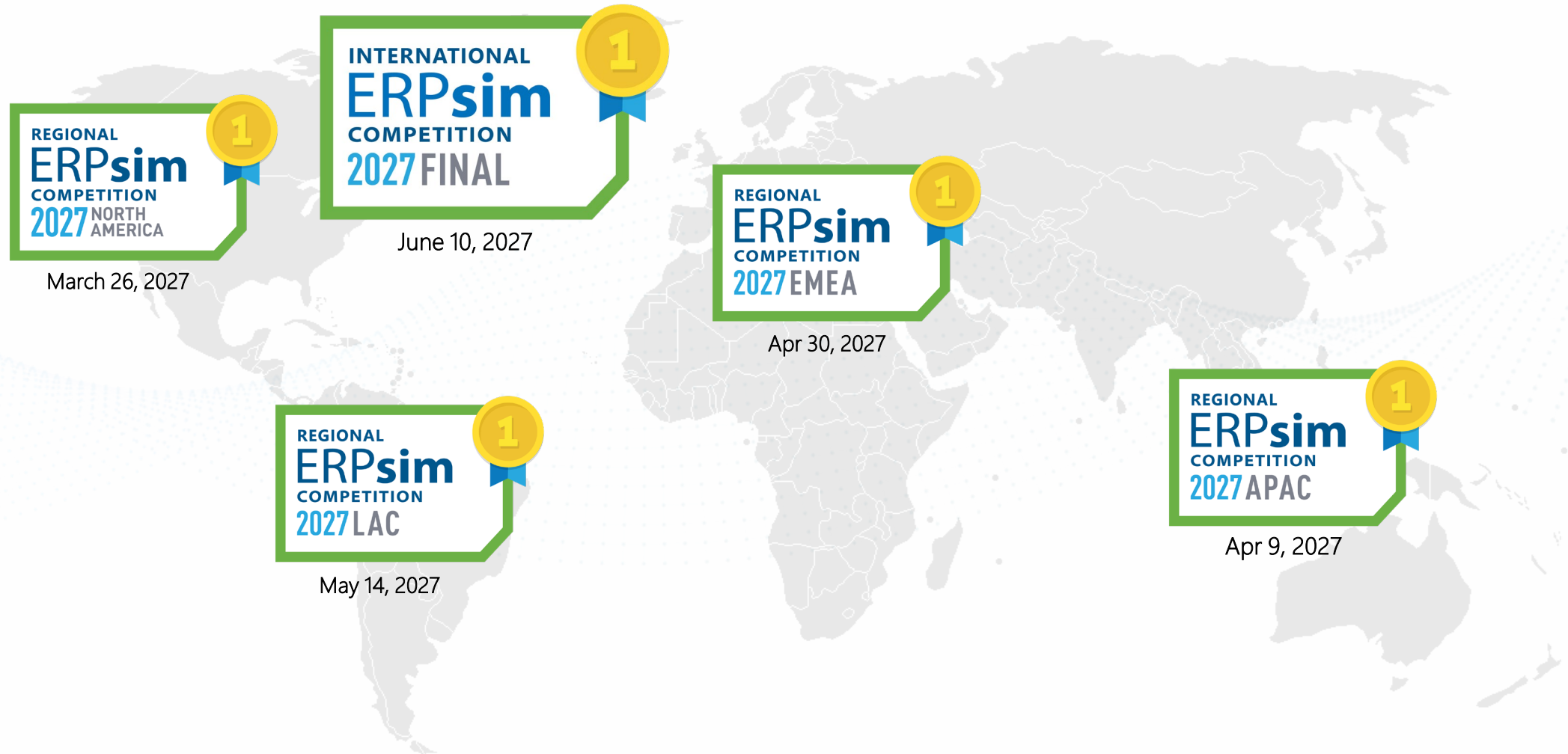
ERPsim Faculty Certification



Available as a free
self-paced online course
and
in-person

Get started at
ersim.hec.ca/certification

ERPsim Competitions 2027





HEC MONTRÉAL

Business Builders gives educators the opportunity to prepare future leaders for an increasingly complex and data-driven world.



Free, cloud-based offering for educators and students



Data-driven scenarios with SAP Analytics Cloud



Designed by faculty for faculty



Students gain the practical skills to succeed in future careers



Competitive advantage in the job market



Business Builders: Learning by Doing

Students derive insights from data, fostering the analytical thinking and decision-making skills crucial for today's job market

Available Scenarios



1

Supply Chain Resilience

Tackle international logistics complexities



2

International Expansion

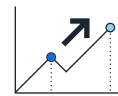
International Expansion



3

Sustainability Portfolio

Sustainability Portfolio



4

The Maple Heir

Process / Large Class /
Micro-Challenges



5

The Agent

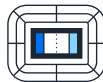
School to University /
Easy to Adopt



6

The Process Detective

Equip students with
problem-solving skills



7

The Hockey Analyst

Teach like a coach

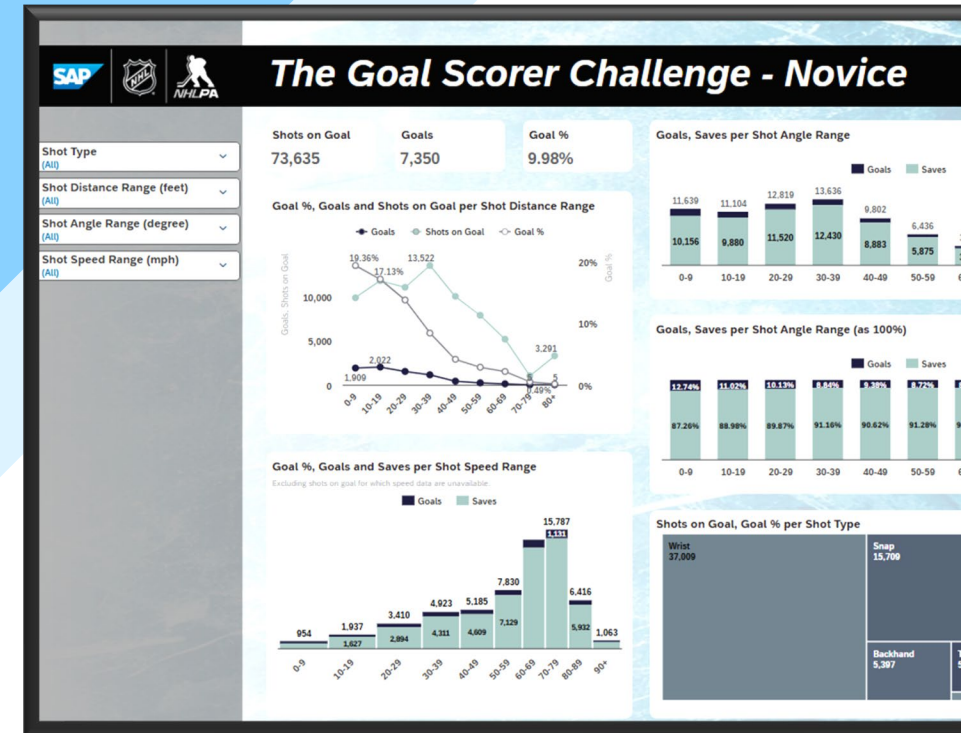
“Hockey is fast, dynamic, and full of rich data.
A perfect environment for teaching critical thinking.”

Brant Berglund
NHL Senior Director, Coaching and
GM Technology



A unique way to teach analytics

- **Data literacy:** A foundational competency across disciplines and academic levels
- **Sports data:** A powerful balance between passion-driven engagement and rigorous data analysis
- **SAP Analytics Cloud:** A state-of-the-art software for data analysis and visualization



Developed by:
HEC
MONTREAL

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 or Business Builders?

Comparison

	Business Builders	ERPsim
Focus	Data literacy	Business processes and operational excellence
Supply Chain Management	In one scenario (e.g. Supply Chain Management)	In all game scenarios, with varying degree of complexity
Operations Management	In some scenarios (e.g. Process Detective)	In all game scenarios, with varying degree of complexity
Large datasets	Yes	Yes
Live data	No	Yes
Prebuilt dashboards	Yes (select scenarios)	No
Build your own dashboard	Yes (select scenarios)	Yes

Q&A

Stay up-to-date by following our updates
on LinkedIn and by registering to our newsletter on the ERPsim website!



[linkedin.com/company/erpsimlab](https://www.linkedin.com/company/erpsimlab)



erpsim.hec.ca