



open**SAP**

# TOUCH IOT WITH SAP LEONARDO PROTOTYPE CHALLENGE

BEER KEG TRACKING

JULY 2017

[Beer Keg Tracking](#)

This is a template that can be used for the Prototype Challenge included as part of the openSAP course "Touch IoT with SAP Leonardo."



# Story

The good taste of draft beer depends on the temperature of the container is always maintained in a range between 36-38° F, all the way to the point of dispense.

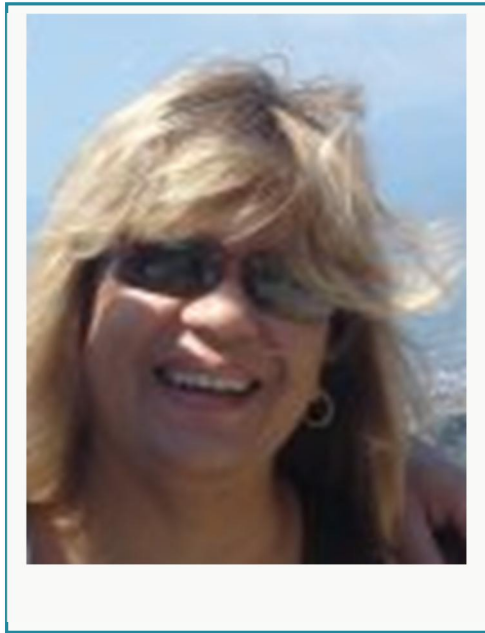
Each beer manufacturer has a specific type of Keg that can only be used in its production plants. Approximately 1% of Kegs are not returned to the right manufacturer, causing a loss of equipment with its associated costs.

Placing temperature, location and dispenser sensors in the Kegs will help the manufacturer in the following ways:

Sensor Events	Benefits
Detect and report the time and place where the temperature was outside the allowed range - *Sensor: Temperature, Location	<ul style="list-style-type: none"><li>- Identify and correct the processes in which the temperature is out of range and thus consistently deliver a good quality product.</li><li>- Increase in customer satisfaction, adoption and sales since Draft Beer taste will be at its highest quality always</li><li>- It reinforces the good quality of the brand.</li></ul>
Locate lost Kegs - *Sensor: Temperature, Location	<ul style="list-style-type: none"><li>- Recover Kegs lost or returned to wrong manufacturers, reducing associated losses</li></ul>
Detect and report liquid leaks – *Sensor: Dispenser, Temperature, Location	<ul style="list-style-type: none"><li>- Detect and repair Kegs that leak fluid, reducing associated liquid losses and costs</li></ul>
Record quantity, temperature and location of dispensed beer (sold)  *Sensor: Dispenser, Temperature, Location	<ul style="list-style-type: none"><li>- Historical information can be collected on the places where the product was consumed and at what temperature, which can be used for marketing, predictive analytics and sales purposes</li><li>- Identify patterns, tendencies and anomalies of consumption by area and type of establishment (Bars, private houses, theaters, stadiums, hotels, boats, cities, counties, countries, etc.), that can be used to:-</li><li>- Identify and improve establishments where a good quality product is not being delivered, improving customer satisfaction and ensuring the quality of the product at the moment of consumption</li><li>- Send alerts to stores when fill level is below X% to be replaced</li></ul>



# Persona



## Stella Budweiser

Global Marketing Director

I like solving business challenges for consumer goods companies across a wide range of categories

### About

- 35 years old, married with 2 daughters. 4 years of marketing experience in the consumer goods industry
- She displays effort and care on every single project she's a part of
- She is a team member who easily balances a large work load and is constantly working above her level.
- She likes innovation and applying best practices to improve performance

### Responsibilities

- I am responsible for leading global commercial plans including agency briefings
- Development of consumer insights, media strategy and creative, as well as toolkit deployment and local market activation alignment

### Needs

- Find innovative ways to improve performance, customer satisfaction and adoption
- Needs accurate and up to the minute information to make the right decisions

### Main Goals

- Manage global innovation five-year pipeline to grow brand's size by 2020
- Partner with zones to define prioritization, address local gaps in one & four year plans and implement innovations.
- Collaborate with global innovation, technical and supply teams to address Desirability-Viability-Feasibility and align budgets in planning cycles

### Pain Points

- Does not know the quality of the product being sold
- Too many points of sale to be controlled
- How to know when and where the process is not working
- What points of the delivery process should be improved?



# Point of View (PoV)

User + need + insight/why

## Point of View

As a Global Marketing Director

I need a way to assure that our products reach our customers with the best high quality possible

so that we keep increasing our market share and being recognized as an industry leader



## User Experience Journey

ACTIONS	Enter the Bar and be seated	Look at the draft beer menu and make a choice	Order draft beer	Wait. Eat some chip and salsa	Receive draft beer	Drink draft beer
MINDSET	It is too hot; I need a cold beer	Should I have a draft beer or a bottled beer? What brand should I have?	Soon I will be better tasting a very nice COLD draft beer!	Chips and salsa are very good. I need a cold beer now!	Finally, I got my beer!!	This beer does not taste good and it is not cold enough. I should have ordered a different brand or a bottled beer
FEELING	😊					
TOUCH POINTS	Bar host	Menu Waiter	Waiter	Chips basket Salsa container	Waiter Beer glass	Beer glass



# Prototype

Please use the following link to go to the BUILD Prototype:

[https://sap.build.me/prototype-editors/api/public/v1/snapshots/9e8e69ac03950dd90e1c940c/artifacts/latest/index.html#/launch\\_page](https://sap.build.me/prototype-editors/api/public/v1/snapshots/9e8e69ac03950dd90e1c940c/artifacts/latest/index.html#/launch_page)

The screenshot shows two views of the SAP Build Prototype interface. The left view is a dashboard titled 'Connected Goods - Beer Kegs' with several summary cards: 'Total Kegs 23,020', 'TEMP WARNING 3,422', and 'LEAK WARNING 1,630'. It also includes a 'List of All Kegs' section and a 'Keg's Map Location' button. The right view is a 'Kegs List' table with columns for 'Keg #', 'Avg. Temp.', 'Fill Level', and 'Location'. The table contains 15 rows of data with various temperature and fill level values.

Keg #	Avg. Temp.	Fill Level	Location
32410509	38	85	Customer
32410510	38	84	Warehouse
32410511	37	89	Customer
32410512	36	88	Customer
32410513	36	22	Customer
32410514	40	85	Transit
32410515	35	80	Transit
32410516	38	88	Warehouse
32410517	37	88	Warehouse
32410518	40	19	Customer
32410519	35	34	Customer

The screenshot shows two views of the SAP Build Prototype interface. The left view is a 'Keg Summary' for keg # 32410509, featuring a 'KEG TEMPERATURE' line chart and a 'KEG FILL LEVEL & CONSUMPTION' bar chart. The right view is a 'Keg Events' table for the same keg, showing a history of temperature and fill level readings over time.


Temperature	Fill Level	Date/Time	Location
38	85	1/7/16, 12:00 AM	Warehouse
38	84	1/8/16, 11:00 AM	Transit
38	84	1/9/16, 12:00 AM	Customer
40	83	1/10/16, 12:00 AM	Customer
40	82	1/11/16, 12:00 AM	Customer
38	81	1/12/16, 12:00 AM	Customer
38	49	1/13/16, 12:00 AM	Warehouse
37	24	1/14/16, 12:00 AM	Customer
44	9	1/15/16, 12:00 AM	Customer
40	2	1/16/16, 12:00 AM	Customer
40	0	1/17/16, 12:00 AM	Return
40	0	1/18/16, 12:00 AM	Return

WORKSPACE Beer Keg Project - FA - v 4.0 PROTOTYPE


UI EDITOR

### Kegs with Temperatures Out of Range

Search  Filter Group Sort



Temperature in RED indicates that Keg's temperature was out of range (36 to 38)




Keg. #	Avg. Temp.	Location
32410509	39	Customer
32410514	40	Transit
32410515	35	Transit
32410518	40	Customer
32410519	35	Customer
32410522	35	Transit
32410523	40	Warehouse
32410526	39	Customer
32410530	42	Transit
32410531	34	Customer
32410532	41	Customer

WORKSPACE Beer Keg Project - FA - v 4.0 PROTOTYPE


UI EDITOR

### Kegs with Leaks

Search  Filter Group Sort



Fill Level in RED indicates there is a Leak in the Keg



Keg. #	Fill Level	Location
32410510	54	Warehouse
32410515	50	Transit
32410527	22	Transit
32410528	63	Warehouse
32410535	52	Transit
32410538	50	Transit
32410543	41	Warehouse
32410544	22	Transit
32410546	50	Transit
32410550	52	Transit