

Automotive Consulting Solution Overview 2015

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Agenda

Definition

- What is a consulting solution?

Customer Benefits

- What are the benefits?

Portfolio

- What solutions exist?

Sources of Information

- Where can I find detailed information?



Definition

Definition

Consulting solutions

can be characterized by

- **(Advance) implementations** of an existing function from an SAP Core/Automotive/Best Practices release

or

- **Development project solutions** of SAP Automotive Consulting that cannot be found in any SAP Core/Automotive/Best Practices release



Customer Benefits

Solution/Time/Costs

Solution



- Requirements known, concept and solution exist
- Proven solution already being used in production by several customers (best practice)
- Benefit from the industry know-how of SAP Consulting and SAP Development
- Further/new development based on standard SAP functions
- Functions potentially included in the next SAP release for system upgrades
- Solutions available with diverse releases, upgrade and downgrade capability
- Comprehensive documentation package included in delivery
- Solution and documentation available in German and English
- Portfolio overview: www.sap.com/acs

Time



- Rapid implementation possible
- More efficient and shorter project runtimes
- Time savings lead to cost reductions, also internally for customers

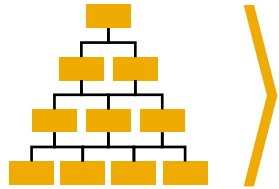
Costs



- Exact cost estimates possible (fixed-price implementation)
- No ongoing costs (such as maintenance fees)
- Up-front investments of SAP Consulting reduces cost risks
- Cost sharing model reduces the costs for customer implementations considerably

Services

Services



The fixed price for ACS includes ...

- Technical implementation – 100% remote preferred
- Technical documentation/user documentation/Customizing documentation
- Functional briefing/handover to IT and key users
- 6-month free-of-charge error corrections after installation in development system (support directly through SAP ACS team, for example, via remote login to the customer system)

Optional ACS services (subject to a fee)

- Consulting workshops, for example, to familiarize users with the functions in detail, system demos, discussion of technical prerequisites, project planning (resources and deadlines), FIT/GAP analysis, possible effort estimation for enhancements, and so on
- Advanced user training, go-live support, for example, with on-call duty (24 hours)
- Optional, flexible, and enhanced support models after 6 months
 1. Resource-based billing (on demand, for example, consultant day rate)
 2. Application Management Services (AMS) – support contract
- ACS upgrade support during SAP release upgrades or after importing enhancement packages (EHP)
- If new versions of ACS come on to the market, existing ACS customers enjoy customer protection/investment protection (special prices to upgrade to latest SAP ACS version)

Added Value

Added Value



Benefit from more than 15 years of SAP ACS experience

... from over 2,500 SAP ACS installations worldwide

... for more than 600 customers

... in over 40 countries

... in diverse industries (Aerospace & Defense, Automotive, Consumer Products, High Tech, Oil & Gas, Retail, Telecommunication, ...)



Aerospace & Defense



Automotive



Banking



Chemicals



Consumer Products



Defense and Security



Engineering,
Construction and Ops.



Healthcare



High Tech



Higher Education
and Research



Industrial Machinery
and Components



Insurance



Life Sciences



Media &
Entertainment



Mill Products



Mining



Oil and Gas



Professional Services



Public Sector



Retail



Telecommunications



Transportation
and Logistics



Utilities



Wholesale Distribution

Our ACS Customers Include ... (I)



Our ACS Customers Include ... (II)





Portfolio

Overview – Sales & Distribution (I)

- EDI monitor for incoming delivery/JIT delivery schedules
- Tolerance check for incoming delivery/JIT deliver schedules
- Customer specific processing delivery/JIT delivery schedules
- Forecast/JIT delivery schedule analysis
- EDI monitor for incoming inquiries/orders/order changes
- EDI monitor for incoming self-billing
- Third-party order processing with scheduling agreements
- Third-party order processing: completeness check and master data creation
- Multilevel third-party order processing with scheduling agreements/single orders
- Multilevel third-party order processing: completeness check and automated document creation
- ESP processing (classic) – special stock partner level (EDI monitor for inbound ESP goods receipt/withdrawal/stock messages incl. options to map stock in transit)
- Process with ESP/ Customer Consignment – plant level (EDI monitor for inbound ESP goods receipt/withdrawal/stock messages)

Overview – Sales & Distribution (II)

- Completeness check for ESP movements
- VMI processing with EDI integration
- Mass change of delivery schedules
- “SBWAP” reporting – self-billing procedure
- Delivery service level
- Start-up/discontinuation control for sales scheduling agreement processes
- Retroactive price agreements – retroactive billing
- Fiscal year change – Sales and Distribution
- Orders on hand/incoming orders
- SMART ESP (Customer Consignment)
- Loading space calculation
- Monitor for incoming payment advice
- Shipping monitor
- Monitor for outbound shipping notification statuses
- Release creation for SD scheduling agreements
- Scheduling agreement overview - sales

Overview – Sales & Distribution (III)

- Exit control framework
- Customer-specific processes: EDI ASN (outbound)
- Customer-specific processes: sales and shipping (focus on American market)
- Web-based scheduling agreement functions
- Web based forecast/JIT delivery schedule functions
- Copying of scheduling agreements in sales
- Automated processing of returns
- Automated creation of SD scheduling agreements via IDoc or Microsoft Excel
- Customer consignment Stay Time Report
- Sales-Tax-Complaint Confirmation of Arrival
- Transfer of Attachments/Documents via EDI (EDIFACT/VDA4983)

Overview – Sales & Distribution (IV)

- VDA forms (delivery note, invoice, material tag,...)
- VDA 4939 forms
- VDA 4939 forms – SSC (OEM specific – VW, Audi, and so on)
- VDA forms – 2D-barcode material tags
- GALIA/ODETTE delivery note forms (Renault and Peugeot, for example)
- GALIA/ODETTE material tag (INVERS) forms (Renault and Peugeot, for example)
- OEM forms, specifically for General Motors (GM) – global transport label
- OEM forms, specifically for Volkswagen (VW) – global transport label
- OEM forms, specifically for Ford – global transport label
- OEM forms, specifically for KIA delivery note
- OEM forms, specifically for KIA material tags
- More than 200 different OEM/supplier-specific material tags for the American market

Overview – Just in Time / Just in Sequence

- EDI Monitor incoming JIT Calls
- Start-up/discontinuation Control for JIT Calls
- JIS Self-Billing Procedure
- BMW SPAB TACHO Delivery Monitor
- Forms for JIT/JIS: Renault L3PS
- JIS shipment lot planning
- JIS Grouping
- Web-based summarized JIT call functions
- JIS Part Group Determination
- Interface SAP ERP JIS – MES
- JIS Simplicity Warehouse Function
- JIS Stock Transfer Delivery and ASN IDoc
- Print Forms JIT/JIS: Renault L3PS
- WEB based Summarized JIT Call Functions

Overview – Material Management & Production

- Days of Supply Monitor – Disposition
- Vendor Consignment
- EDI monitor for incoming order confirmations
- EDI monitor for incoming shipping advice
- EDI monitor for incoming invoices (logistics invoice verification)
- EDI monitor for incoming shipment notifications
- Goods Receipt and QM Complaints
- Subcontracting with Chargeable Components
- Backlog List Material Management
- Pick-up sheet process in Material Management
- Min./max. stock monitor
- Vendor evaluation (quantity/date, quality, soft facts,...)
- Mass change of delivery schedules in Material Management
- Lean manufacturing – Planning & Control (LMPC)
- Enhanced Capacity Utilization Reporting in ERP
- Every Part Every Interval (EPEI) – ERP integrated EPEI-Calculation

Overview – Handling Unit Management & Enterprise and Asset Management

Handling Unit Management

- Returnable package rent accounting in Sales and Distribution
- Returnable package rent accounting in Material Management
- Demand-driven packaging material planning
- Visualization of packing instructions
- CHEP EDI Container Data

Enterprise and Asset Management

- EAM – Checklists
- EAM – Simplicity
- EAM – External Service Provider Portal
- EAM – Automatic Preventive Maintenance Plan Creation for PM/CS
- EAM – Automatic Order Creation for PM and CD

Overview – Warranty Management (I)

- Warranty Fast Start for claims and complaints management
- Warranty Fast Start
- Claim copier
- Claim values
- Action matrix analysis
- Authorization process
- Extended warranty checks
- Financial integration with OEMs
- Warranty claims in the equipment history
- Pricing and conditions
- Productivity improvements by automated claim validation
- Return parts handling
- Claim creation

Overview – Warranty Management (II)

- Collective postings
- Workbench
- Longtexts
- Invoice requests
- Integration of claim processing with quality management
- Recall management
- Self billing
- Supplier recovery
- Upload tool for notification and claim creation

Overview – Quality Management

- IQOS notification framework (Quality-, Complaint-, and 8D Cockpit)
- IQOS integrated Customer complaint handling & 8D process via VDA Microsoft Excel template
- IQOS Integrated internal complaint handling & 8D process via VDA Microsoft Excel template
- IQOS supplier complaint handling with bidirectional 8D data exchange via XML & VDA Microsoft Excel template
- IQOS supplier complaint handling with bidirectional 8D data exchange via XML & SAP Interactive Form by Adobe
- IQOS QDX portal integration
- IQOS Check in DMS documents into quality notifications (documents for reporting)
- IQOS SD integration to quality-notification item (credit memos & SD orders)
- IQOS KPI Business Objects Dashboards
- IQOS Quality Tracking Tool
- IQOS Enhancements for Control Plan
- Audit management according to VDA 6.3
- Vendor Evaluation (quantity/date, quality, soft facts,...)

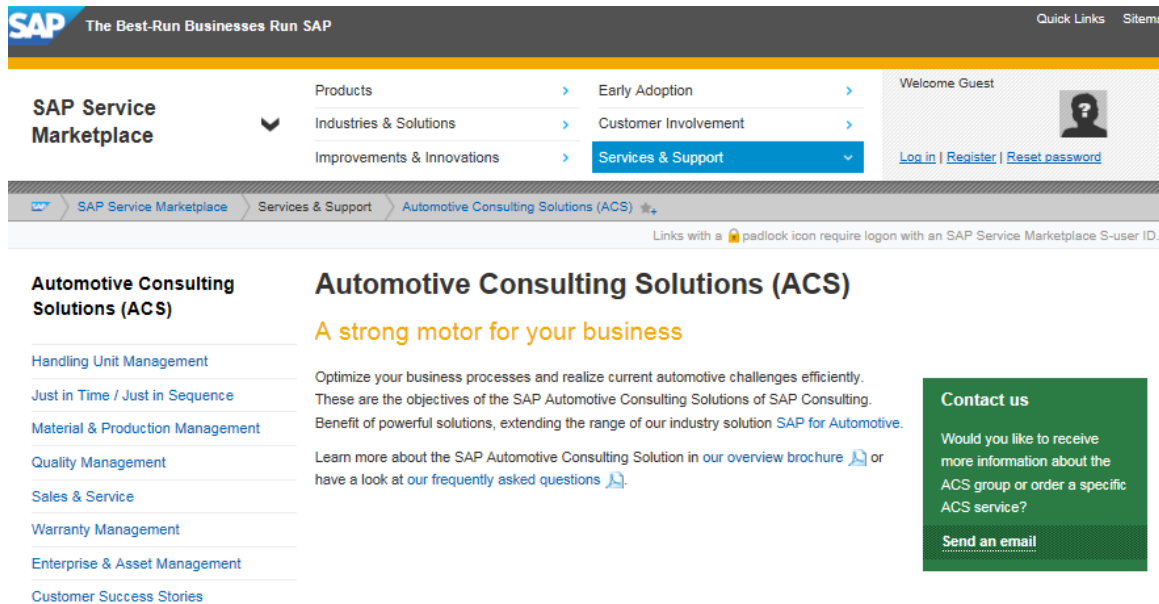


Sources of Information

Sources of Information

- **Internet (FAQ, Overview, detailed and customer presentations)**

<http://www.sap.com/acs>



- **Events**

Automotive Forum

- **SAP Support Portal**

SAP Notes (search term: Automotive Consulting Solutions)



Thank you!

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