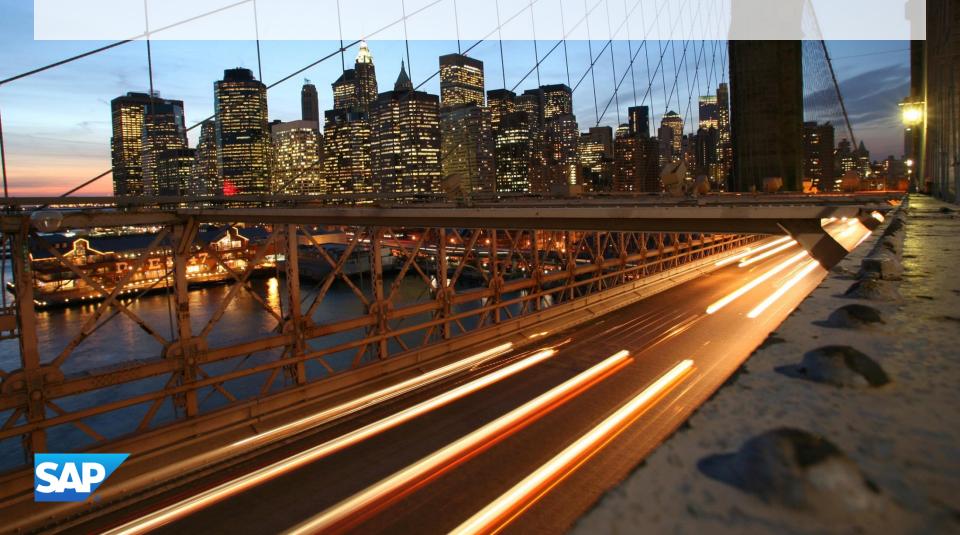
Automotive Consulting Solution

Third-Party Order Processing with Scheduling Agreements



Agenda

- 1. Benefit for the Customer
- 2. Description of the Function
- 3. The Function in the System
- 4. Technical Information

Customer Benefit

Solution



- Proven solutions/services of SAP Automotive Consulting
- Solutions already running productive at several customers
- Solutions and documentation are available in German and English

Cost



- Exact calculation of implementation cost. Implementation for fixed price
- 6 months of free follow up care operations for bug corrections starting at the date of installation within the development landscape. Afterwards chargeable consulting support starts
- No additional ongoing costs (i.e. maintenance cost)

Time

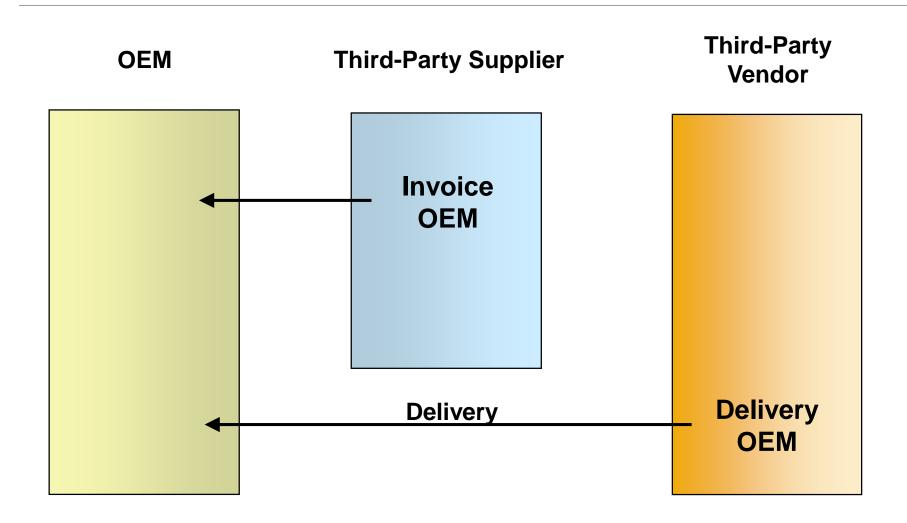


- Prompt implementation possible
- Defined timeframe for implementation

Agenda

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Third-Party Order Processing: Role allocation



Description of the process

- The Third-Party Order Processing with the parties OEM, Third-Party Supplier and Third-Party Vendor is implemented from the view of the Third-Party Supplier for sales- and purchase-scheduling agreements
- The incoming forecast- and JIT-delivery-schedules are transferred from sales scheduling agreements to the purchase scheduling agreements and sent to the Third-Party Vendor
- Outbound deliveries (ASNs) from the Third-Party Vendor to the OEM are processed in the system of the Third-Party Supplier with reference at the purchase-/sales scheduling agreement. The monitoring and possible error handling could be done via a 'Monitor for Third-Party Order Processing'.
- The invoice to the OEM is created in the system of the Third-Party Supplier based on the ASN from the Third-Party Vendor

Views / Process overview

- View of the Third-Party Supplier
- View of the Third-Party Vendor
- With Scheduling Agreements (Forecast –/JIT delivery schedule)
- With Summarized JIT Calls (Kanban, MAIS)
- With Sequenced JIT Calls
- With Subcontracting
- With External Agents (Sales view)
- With External Agents und Subcontracting in combination with each other
- With SAP APO (CMDS)
- With Single Orders

Requisitions / Alternatives for other scenarios

- To implement the requisition of a global sales system combined with decentralized logistic-/production system
- To implement the requisition of a 'single' supplier, that is controlling the logistics of his Third-Party Vendors
- The OEM reduces the number of suppliers
- As an alternative for the SAP CORE function with single orders (order based invoice)
- As an alternative for SAP CORE function 'stock transport order / stock transfer scheduling agreements' for cross-system- or cross-client processes
- As an alternative for the SAP CORE function 'cross-company sales' for crosssystem- or cross-client processes

Incitement

- Connection of 'external Third-Party Vendors' that do not have a direct access to work in the system of the Third-Party Supplier, using standardized messages / interfaces
- Automated handling of the Third-Party-Process to reduce manual effort (crosssystem Third-Party-Process)
- Concentrate at Alerts at the Third-Party Supplier ('Monitor for Third-Party-Order-Processing') to reduce manual efforts
- Enabling all SAP standard functionalities (e.g. self-billing for sales and purchase)
- Traceability / Reporting (Creation of documents, 'Monitor for Third-Party-Order-Processing')

Extract of Third-Party relevant topics I

- Master data at the Third-Party Order Process (e.g. materials numbers for products, material numbers for packing materials, customer material numbers, pricing conditions, partner roles / -addresses, purchase info record, ...)
- Contemporary transfer of changes of the OEM to the Third-Party Vendor (e.g. Update of unloading Point in the SD-scheduling agreement)
- Export / Foreign trade (e.g. export billing document / proforma invoice)
- Country-specific laws' for example at the Third-Party-Process within Italy. If a Third-Party Vendor is supplying an Italian OEM, the original invoice of the Third-Party Supplier has to be enclosed to the delivered goods (no proforma invoice is allowed → Topic: number ranges for invoices)
- The outbound delivery of the Third-Party Supplier has to comprehend packing material- / transportation costs of the outbound delivery from the Third-Party Vendor.
- The invoice of the Third-Party Supplier has to contain information about the packing material (handling units) of the outbound delivery from the Third-Party Vendor.
- Texts of the outbound delivery from the Third-Party Vendor have to be transferred to the invoice of the Third-Party Supplier.

Extract of Third-Party relevant topics II

- Tax determination (e.g. Third-Party Supplier located in Germany, Third-Party Vendor in an other country)
- In the self-billing process with the OEM (SD) arise differences. Transfer of the differences to the Third-Party Vendor
- Sample Orders / Prototypes
- Returns
- Returnable Packing (Third-Party Supplier or Third-Party Vendor?)
- Third-Party Vendor pack in the transport (not in the delivery)
- Retrace ability (Batches)
- Index changes Customer/Third-Party Supplier/-Vendor
- Connection to Third-Party Vendor via EDI / WEB or printed documents
- Multi-Tier-Third-Party-Process
- Reporting (Double total revenue at the Third-Party Supplier and –Vendor)
- Vendor Evaluation (SAP Automotive Consulting Solution)
- Delivery Service Level (SAP Automotive Consulting Solution)

Extract of Third-Party relevant topics III

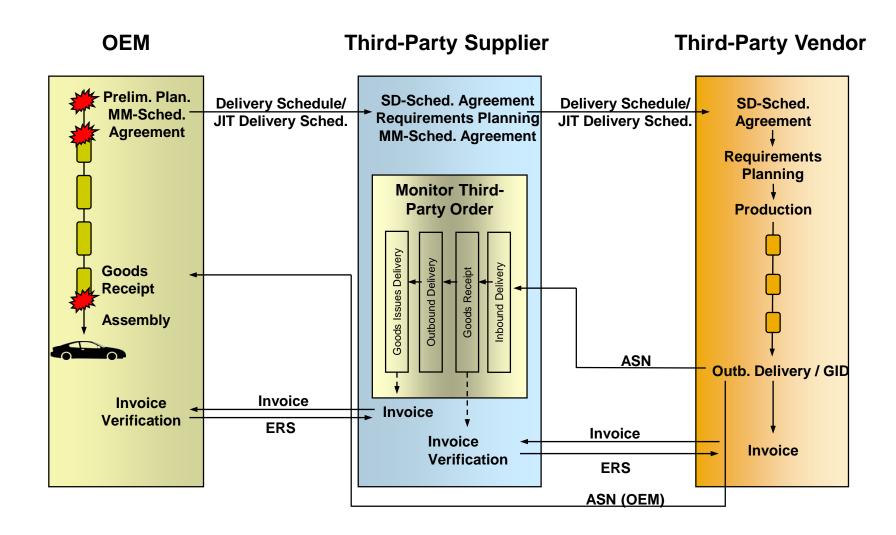
The same material (system/client/plant) is sent to the OEM via the Third-party Supplier and the Third-Party Vendor. This causes several requisites in the system of the Third-Party supplier:

- Possibly aggregation of requirements and creation of schedule lines in the MM-scheduling agreement via MRP / APO-planning run with respect to MMquotations for those "materials" that are shipped from Third-Party Supplier to the OEM. No aggregation (1:1 assignment) for "materials" that are shipped from the Third-Party Vendor to the OEM
- ATP / GATP functionality for "materials" that are shipped from the Third-Party Supplier to the OEM. No ATP/GATP functionality for "materials" that are shipped from the Third-Party Vendor to the OEM

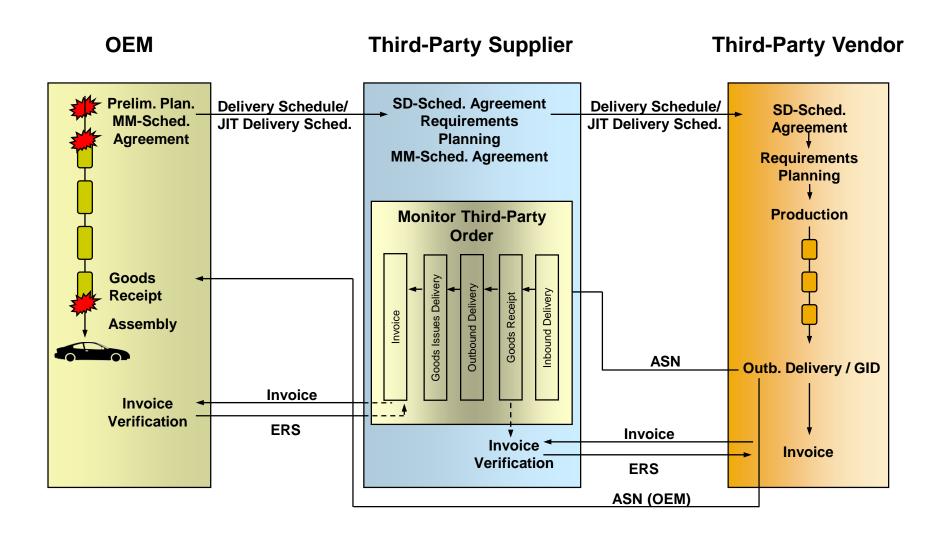
- ... Scheduling Agreements (Delivery Schedule/JIT Delivery Schedule)
- ... Scheduling Agreements and Summarized JIT Calls (KANBAN, Pick-up-Sheet, ...)
- ... Scheduling Agreements and Sequenced JIT Calls
- ... Scheduling Agreements and Subcontracting
- ... Scheduling Agreements and External Agent
- ... Scheduling Agreements, Summarized JIT Calls and External Agent
- ... Scheduling Agreements and External Agent as Subcontractor
- ... Scheduling Agreements and SAP APO (CMDS)
- ... Single Orders

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Third-Party Order Processing with Scheduling Agreements (Delivery Schedule/JIT Delivery Schedule) and Batch-Invoice



Third-Party Order Processing with Scheduling Agreements (Delivery Schedule/JIT Delivery Schedule) and Online-Invoice

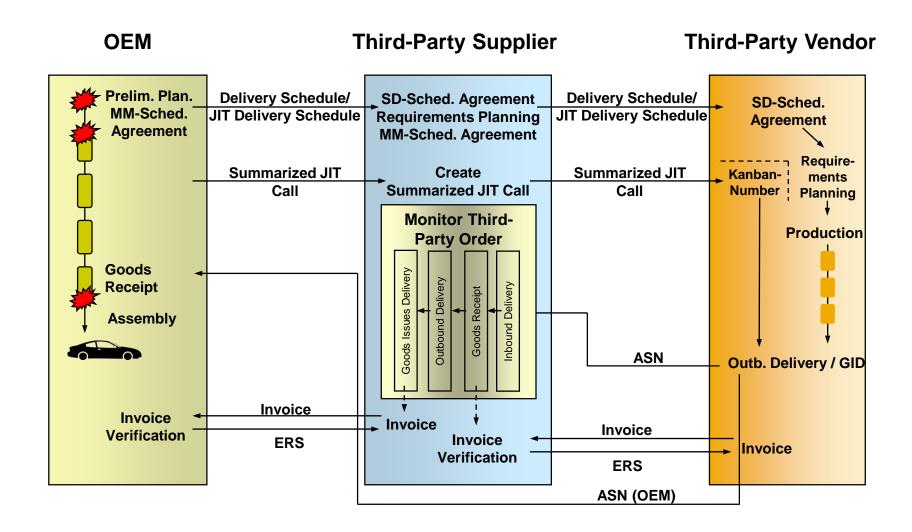


Third-Party Order Processing with Scheduling Agreements (Delivery Schedule/JIT Delivery Schedule) and WEB

OEM Third-Party Supplier Third-Party Vendor Prelim, Plan. **Delivery Schedule/** Del S./ SD-Sched. Agreement SD-Sched. MM-Sched. JIT Del JIT Delivery Schedule **Requirements Planning** Agreement Agreement **MM-Sched.** Agreement Requirements **Monitor Third-Planning Party Order Production** Goods Issues Delivery ASN (OEM) **ASN Supplier** Goods (OEM) Receipt Assembly Outb. Del. / GID Invoice Invoice Invoice Verification **ERS** Invoice Invoice Invoice Verification **ERS**

- ... Scheduling Agreements (Delivery Schedule/JIT Delivery Schedule)
- ... Scheduling Agreements and Summarized JIT Calls (KANBAN, Pick-up-Sheet, ...)
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- ... Single Orders

Third-Party Order Processing with Scheduling Agreement and Summarized JIT Calls (KANBAN, Pick-up-Sheet, ...)



- ... Scheduling Agreements (Delivery Schedule/JIT Delivery Schedule)
- ... Scheduling Agreements and Summarized JIT Calls (KANBAN, Pick-up-Sheet, ...)
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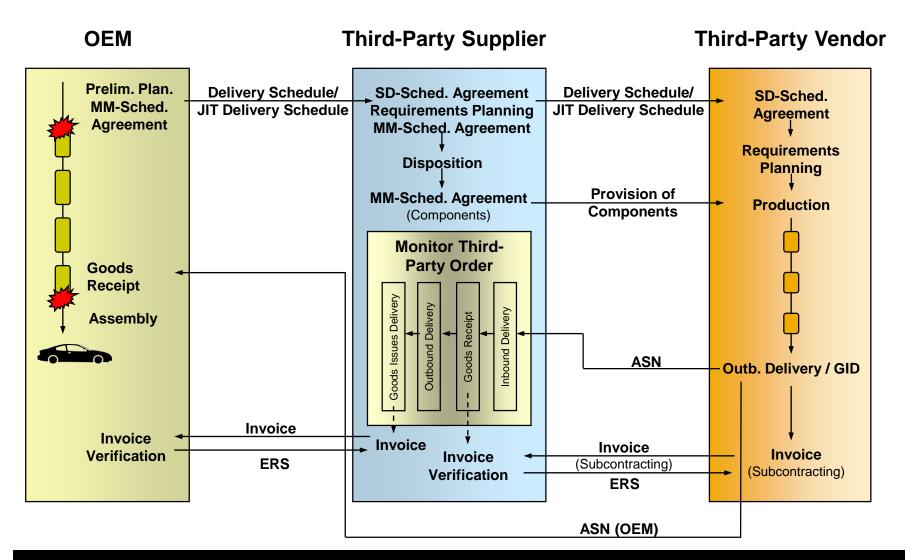
Third-Party Order Processing with Scheduling Agreements and Sequenced JIT Calls

Third-Party Supplier **Third-Party Vendor** Prelim. Plan. **Delivery Schedule/ Delivery Schedule/** SD-Sched. Agreement SD-Sched. MM-Sched. JIT Delivery Schedule JIT Delivery Schedule **Requirements Planning** Agreement Agreement **MM-Sched.** Agreement Sequenced JIT Call Sequenced JIT Call **Create Sequenced JIT.** Require-Forecast Forecast Call Calls in ments Sequenced JIT Call Sequenced JIT Call Sequence Planning **Update Sequenced Assembly Assembly** JIT Call **Production Monitor Third-Party Order** Goods Receipt Goods Issues Delivery Inbound Delivery **Assembly** Goods Receipt **ASN Outb. Delivery / GID** Invoice Invoice Invoice **Invoice** Verification Invoice **ERS** Invoice Verification **ERS** ASN (OEM)

OEM

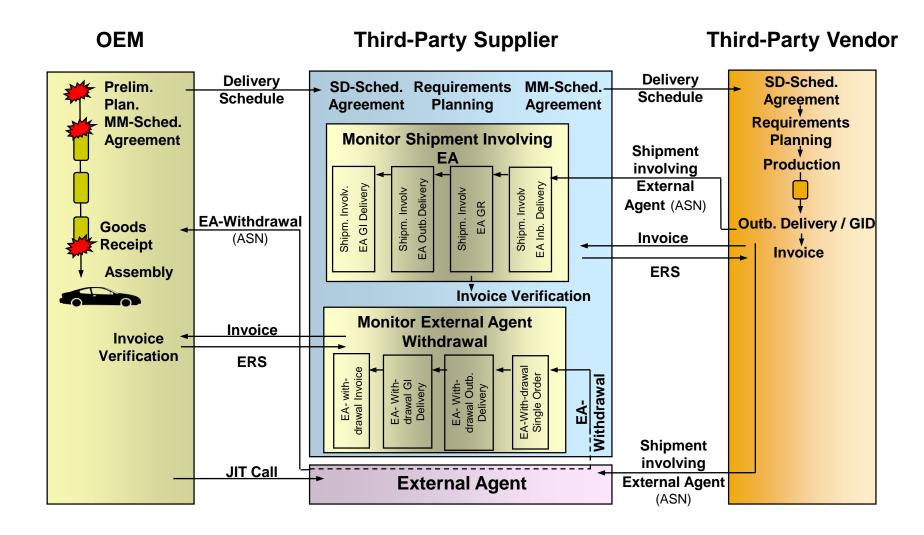
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Third-Party Order Processing with Scheduling Agreements and Subcontracting

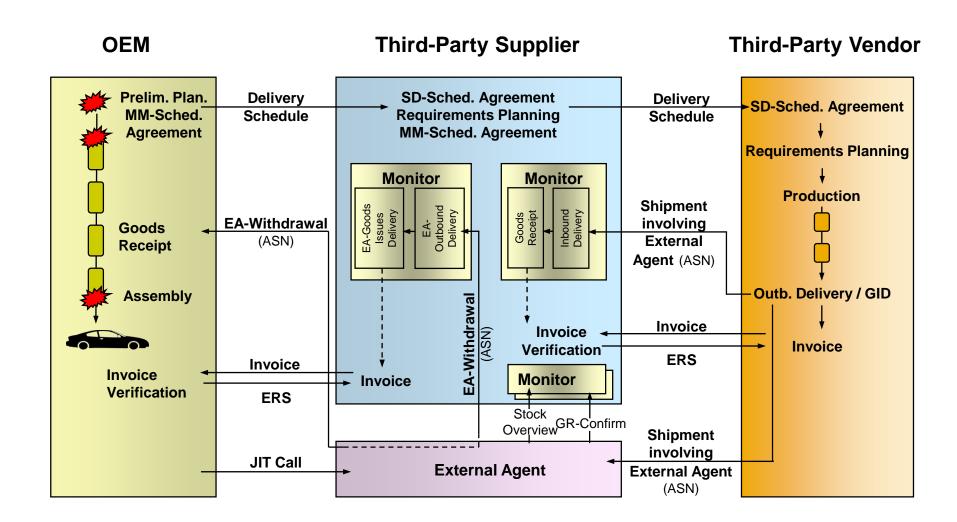


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- ... Single Orders

Third-Party Order Processing with Scheduling Agreements and External Agent (EA = Special Stock Partner)

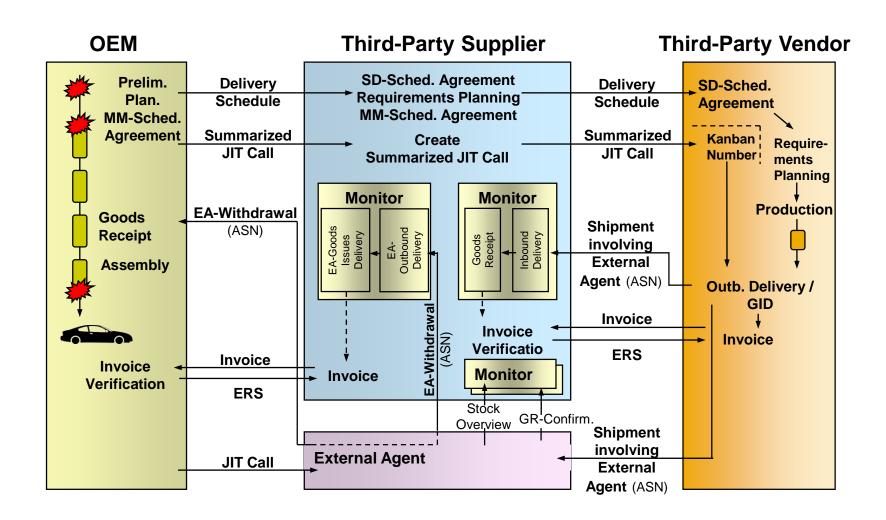


Third-Party Order Processing with Scheduling Agreements and External Agent (EA = SAP Plant)



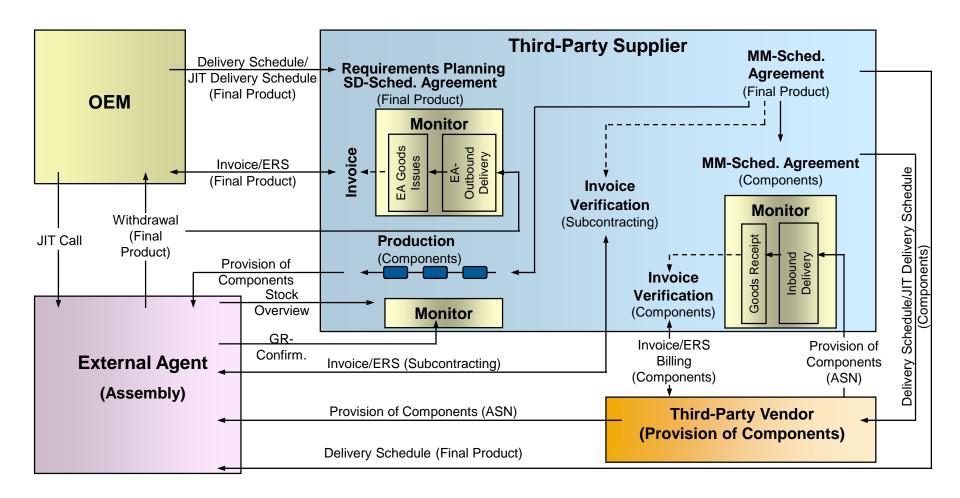
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Third-Party Order Processing with Scheduling Agreements, Summarized JIT Calls and External Agent



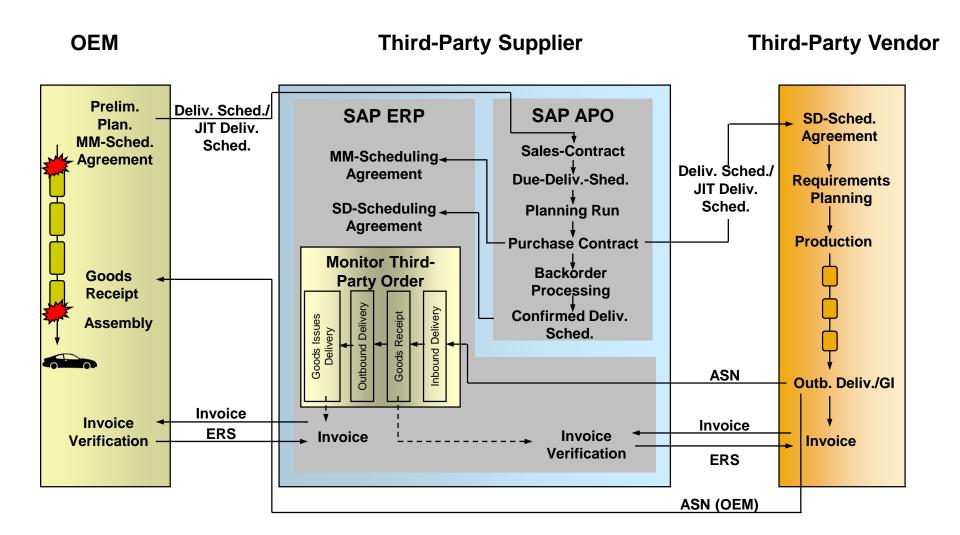
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Third-Party Order Processing with Scheduling Agreements and External Agent as Subcontractor



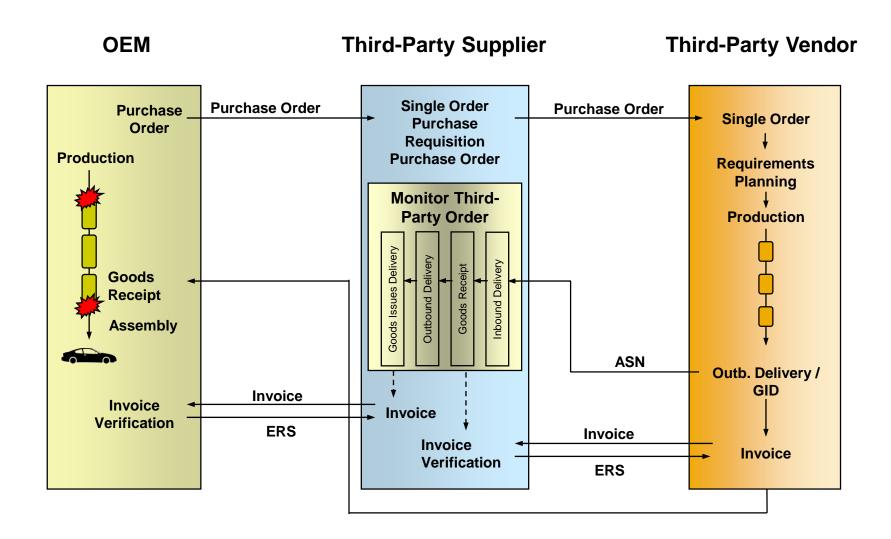
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Third-Party Order Processing with Scheduling Agreements and SAP APO (CMDS)



- ... Scheduling Agreements (Delivery Schedule/JIT Delivery Schedule)
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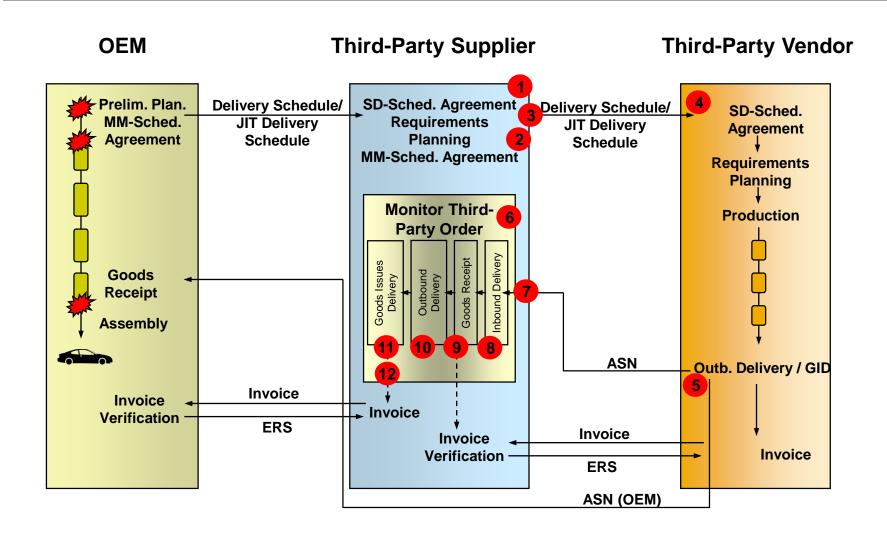
Third-Party Order Processing with Single Orders



Agenda

- 1. Benefit for the Customer
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Items of implementation



Main focus of development

- Enhancement of outgoing calls from the Third-Party Supplier to the Third-Party Vendor with OEM-specific information and update of the relevant fields at the Third-Party Vendor
- Modulation shipping labels and delivery-/transportation-notification at the Third-Party Vendor
- Monitor for the selection (incl. ALV-list) of the incoming Third-Party-ASNs from the Third-Party Vendor with the possibility of error handling for the Third-Party Supplier
- Processing of the ASN from the Third-Party Vendor for purchasing and sales at the Third-Party Supplier including a program with pre-check functionality. Transfer of relevant information (texts, freight costs, outbound delivery number, etc.) into the outbound delivery and the invoice of the Third-Party Supplier
- Possibility of online- or batch invoice at the Third-Party Supplier
- SAP SCM Integration (SAP APO)

Monitor and processing functionality for the Third-Party Order Processing at the Third-Party Supplier

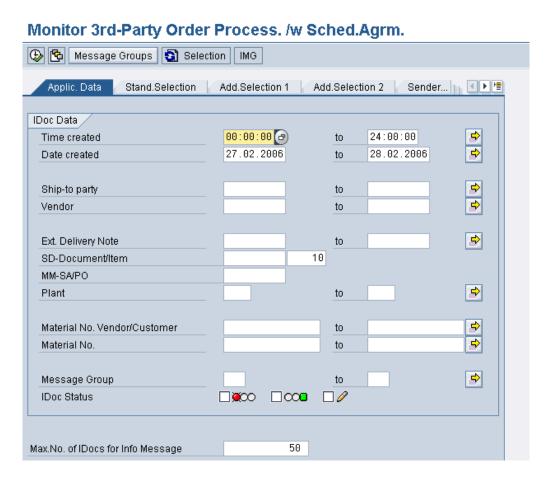
Monitor

- Selection and ALV-sheet (e.g. with traffic lights, lightning bolt icons, check boxes for a clear process overview,...)
- Buttons in the application tool bar (e.g. edit IDoc, further processing,...)
- Hot spots (e.g. SD-documents, MM-documents, IDoc in readable form)

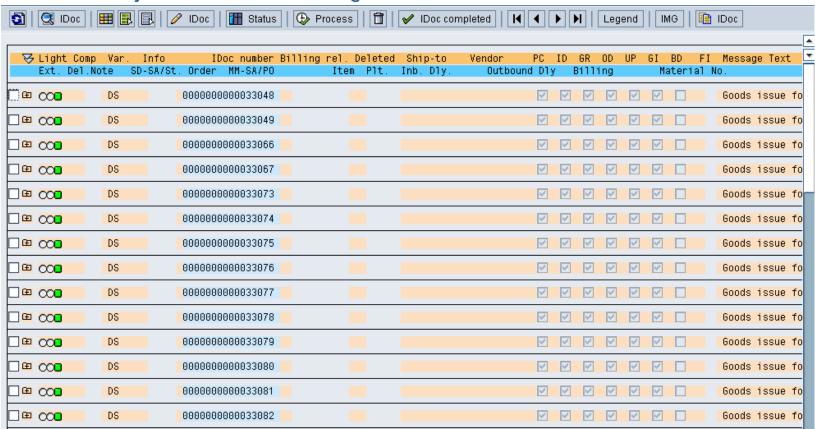
Processing functionality

- Pre-check
- Create Inbound Delivery (MM) with reference to the MM-scheduling agreement (Keyword: Packing materials / management of returnable packing materials)
- Post goods receipts for the inbound delivery (Keyword: Billing with Third-Party Vendor: Incoming invoices and self billing process respectively)
- Create outbound delivery (SD) with reference to the sales scheduling agreement (Keyword: Synchronization of cumulative quantities)
- Post goods issue for the outbound delivery (SD) (Keyword: Invoice creation for the OEM: Outbound invoices and self billing process respectively)
- Error handling and accurate restart of non processed documents in sales or purchasing.
- Transfer of relevant information from the Third-Party Vendor into the outbound delivery of the Third-Party Supplier (e.g. external delivery number, texts, Kanban-numbers,...)

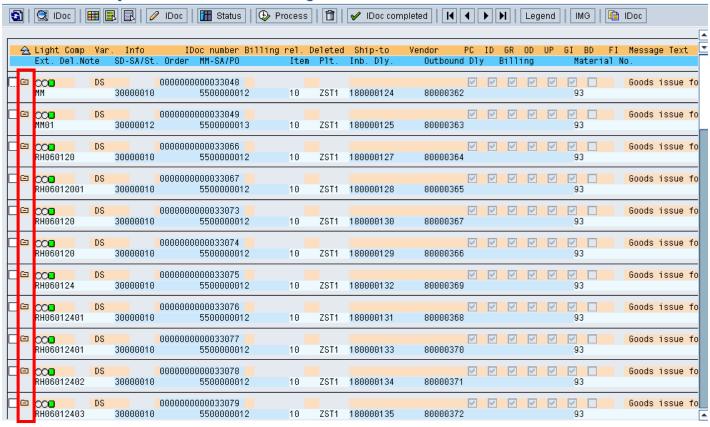
Monitor Third-Party Order Processing: Selection



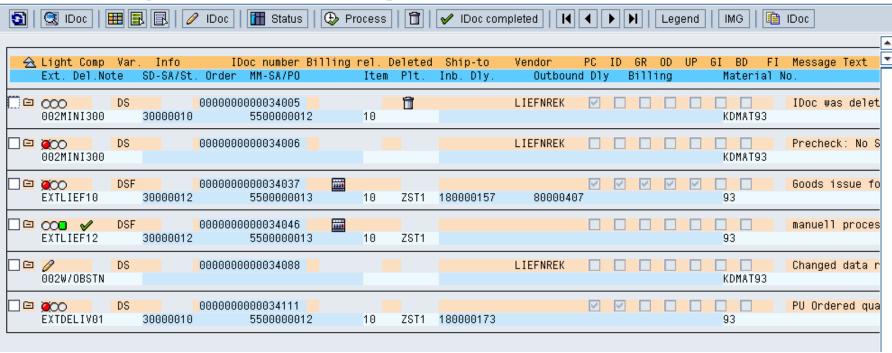
Monitor Third-Order Processing: Overview



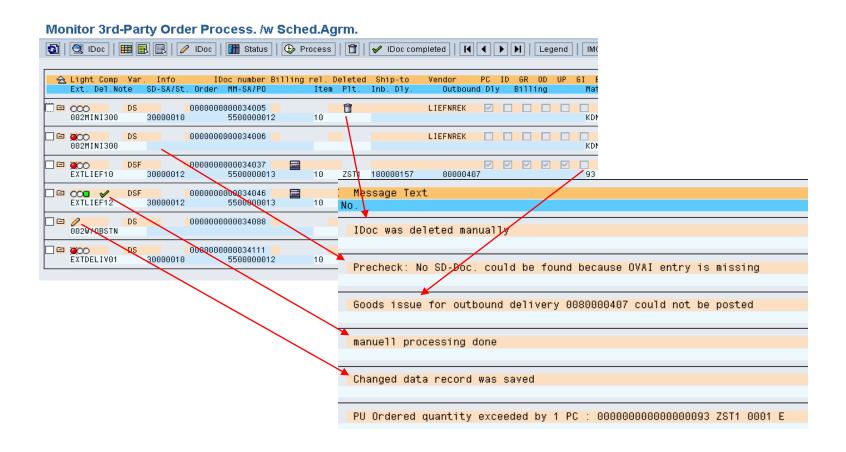
Monitor Third-Order Processing: Detail View (I)



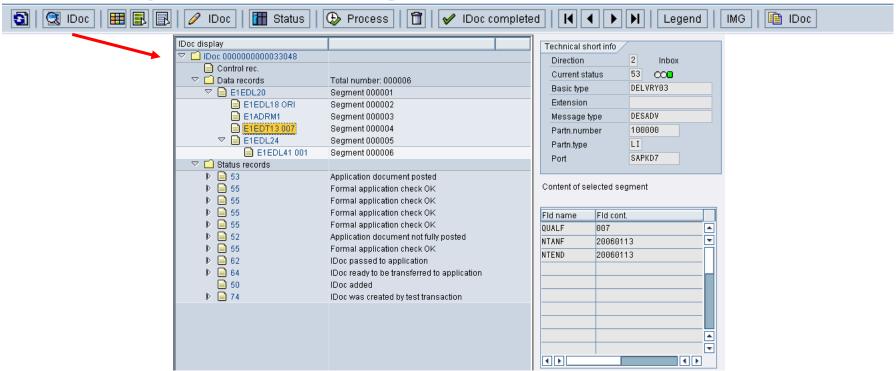
Monitor Third-Order Processing: Detail View (II)



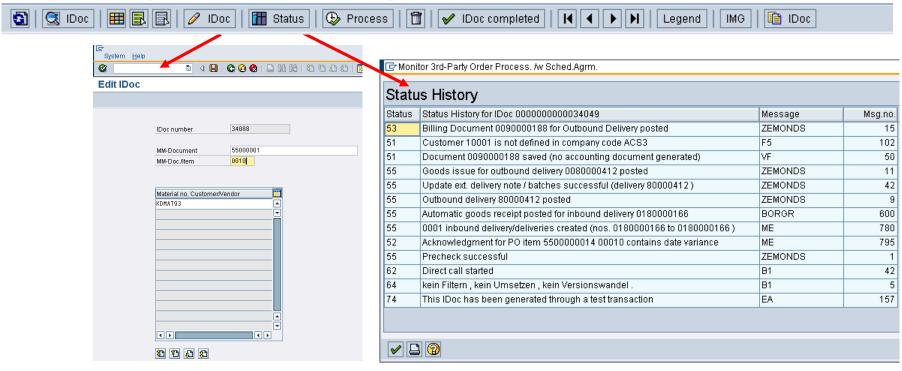
Monitor Third-Order Processing: Messages



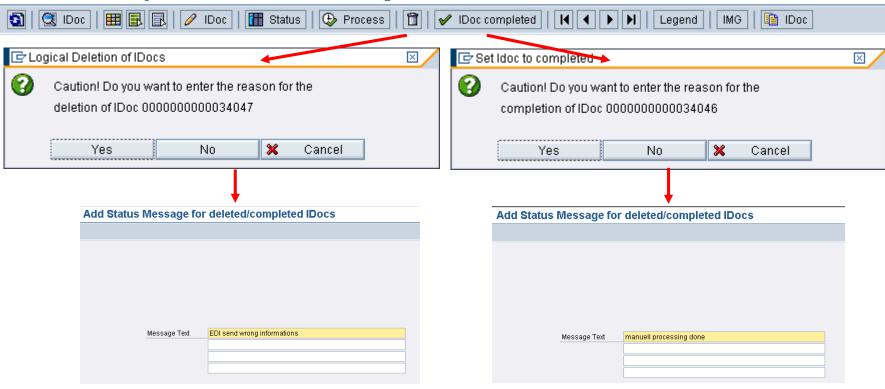
Monitor Third-Order Processing: Display IDoc (technical view)



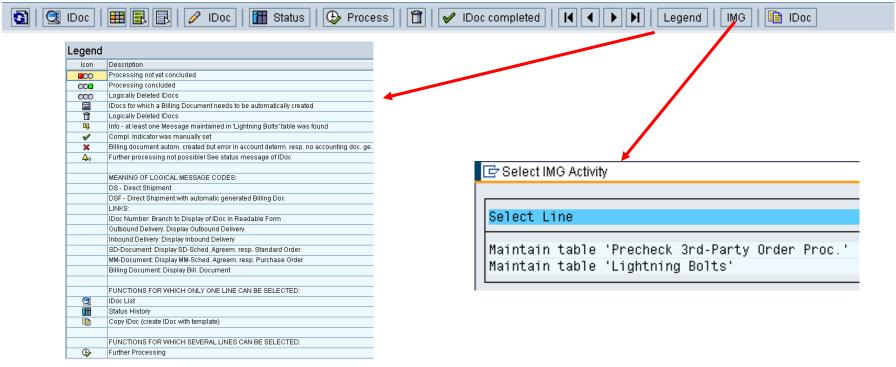
Monitor Third-Order Processing: Edit IDoc / Status History



Monitor Third-Order Processing: Delete/Complete IDoc



Monitor Third-Order Processing: Legend/IMG Activity



Monitor Third-Order Processing: Copy/Display IDoc (applikation)

Monitor 3rd-Party Order Process. /w Sched.Agrm.



IDoc Data



Create IDoc with template

IDoc number	34050
Delivery Header	
Ext. Delivery Note	EXTLIEF15
Unloading point	
Vendor / Plant	
Vendor	
Plant	
Fiant	
riant	
Flailt	
Delivery Date	
	20051214 YYYYMMDD
Delivery Date	20051214 YYYYMMDD
Delivery Date Delivery Date	20051214 YYYYMMDD
Delivery Date	20051214 YYYYMMDD
Delivery Date Delivery Date	28851214 YYYYMMDD
Delivery Date Delivery Date Delivery Item	1 93
Delivery Date Delivery Date Delivery Item Item	1
Delivery Date Delivery Date Delivery Item Item Customer material	1 93
Delivery Date Delivery Date Delivery Item Item Customer material Delivery quantity	1 93 1,000
Delivery Date Delivery Date Delivery Item Item Customer material Delivery quantity	1 93 1,000
Delivery Date Delivery Date Delivery Item Item Customer material Delivery quantity	1 93 1,880 PCE
Delivery Date Delivery Item Item Customer material Delivery quantity Unit of Measure	1 93 1,880 PCE

Agenda

- 1. Benefit for the Customer
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Technical Information



Available for SAP ERP ECC 6.0



Activation of automotive industrialized solution in SAP ERP System not necessary



Technical installation is possible remotely



Modification-free



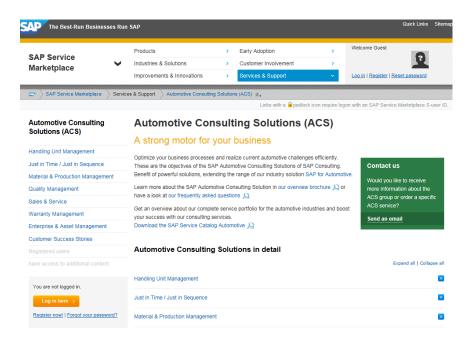
Delivery in Z-namespace

Source of Information

Internet

Overview-, Detail- and Customer presentations

http://www.sap.com/acs



Email - distribution list

Signing up through mario.rebitzer@sap.com

OSS-System

Notes (Search term: Automotive Consulting Solutions)



Thank you!

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