



DSAG-JAHRESKONGRESS 2013, NÜRNBERG

FUNKTIONAL ENHANCEMENT FOR A GLOBALE SAP-TEMPLATE
EXAMPLE AUTOMOTIVE CONSULTING SOLUTION
MANUFACTURING INDUSTRIE

MATJAŽ (MATT) RADOVAN, SIKa

BUILDING TRUST





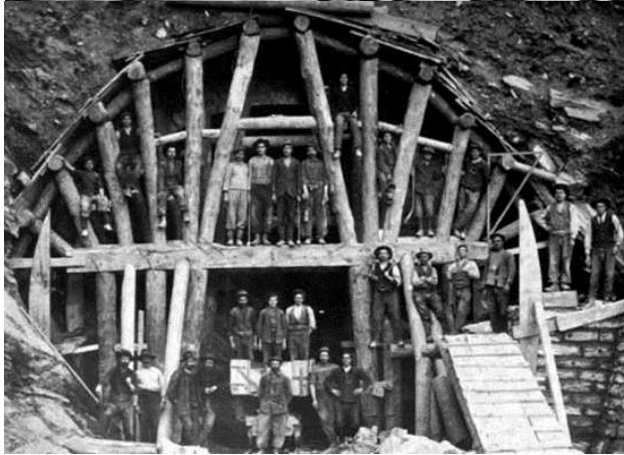
SIKA

SIKA AG, LOCATED IN BAAR, SWITZERLAND, IS A GLOBAL SPECIALITY CHEMICALS COMPANY SUPPLYING CONSTRUCTION MARKETS AND MANUFACTURING INDUSTRIES (AUTOMOTIVE, COMMERCIAL VEHICLE, BUILDING COMPONENT, MANUFACTURING).

BUILDING TRUST



A CENTURY OF INNOVATION



SIKA PORTRAIT

- World market leader in construction chemicals
- Highly focused industrial portfolio
- Successful growth strategy
- 37% of Group sales from Emerging Markets
- Active in markets with structural growth
- Technology leadership and strong market positions ensures healthy margins
- Solid balance sheet guarantees freedom of action

SIKA'S GLOBAL FOOTPRINT



Key figures 2012:

- Sales CHF 4.83 bn
- EBITDA CHF 568.9 mn
- 15'200 employees
- Presence in 5 continents and 80 countries
- Over 120 plants

FOCUS ON OUR 7 TARGET MARKETS

WITH OUR CORE COMPETENCES SEALING, BONDING, DAMPING, STRENGTHENING + PROTECTING



Concrete



Waterproofing



Roofing



Flooring



Sealing & Bonding



Refurbishment



Industry

SIKA INDUSTRY



Automotive Aftermarket



Automotive OEM



Automotive OES



Building Components



Commercial Vehicles



General Industry



Marine



Renewable Energies



Special Vehicles



Tooling and Composites



Focusing on the Customer

SIKA AUTOMOTIVE

YOUR SOLUTION PROVIDER FOR BONDING, SEALING,
DAMPING AND REINFORCING



CREATING SOLUTIONS FOR INCREASED PRODUCTIVITY

1

Body Construction bonding,
sealing and stiffening with
SikaPower®

2

Reinforcer System
with SikaReinforcer®
and SikaStructure®

3

Acoustic System
with SikaBaffle® and SikaDamp®

4

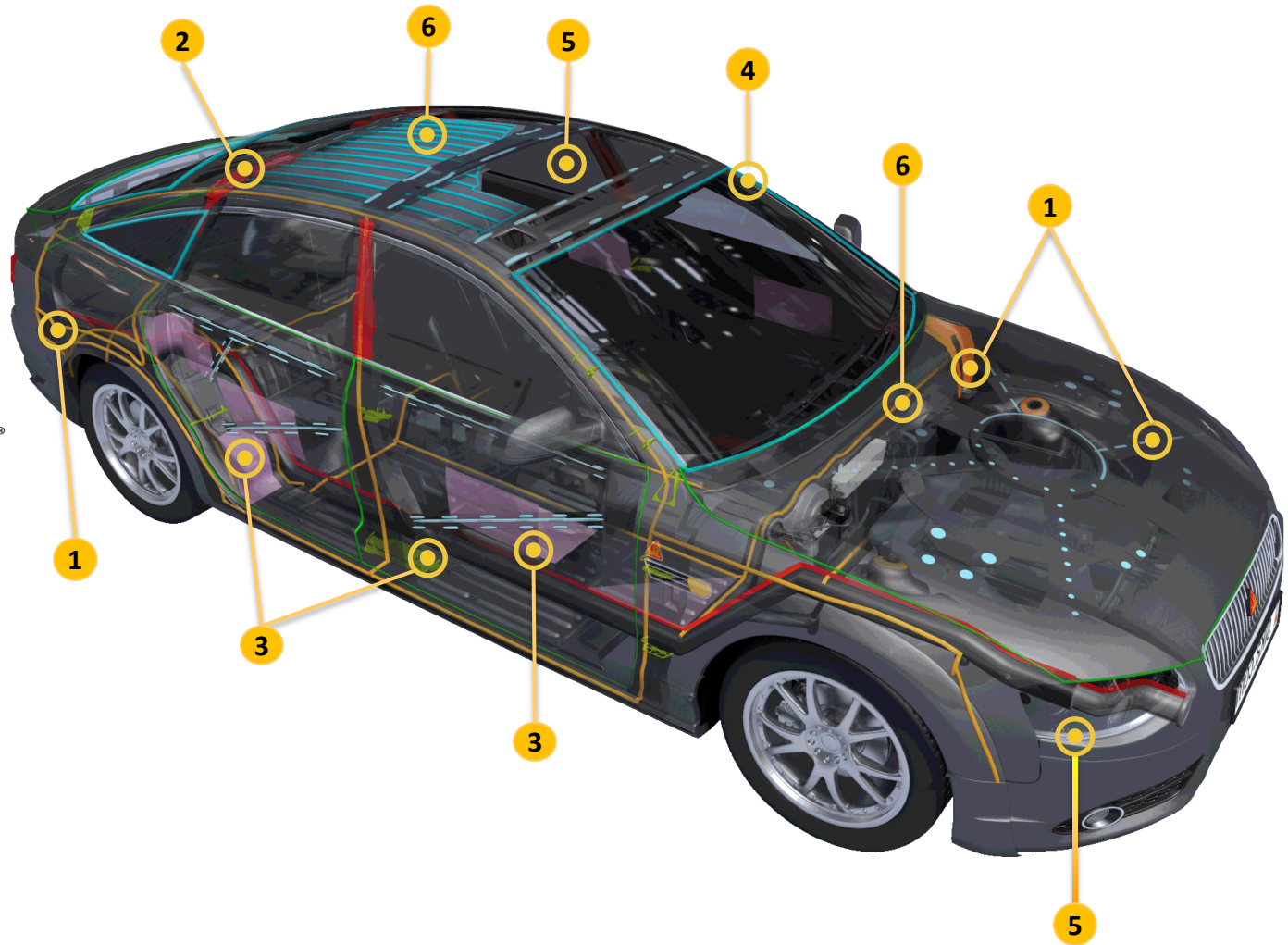
Assembly Line bonding with
Sikaflex® and exterior
bonding with SikaForce®

5

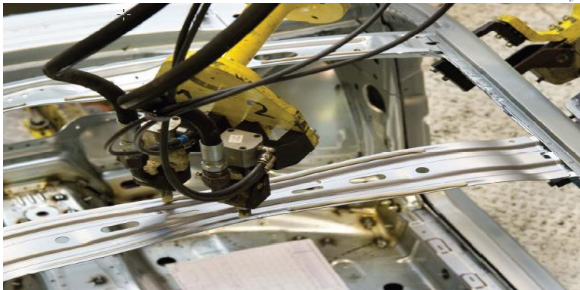
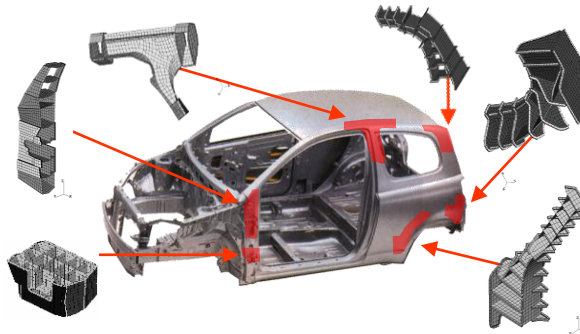
OES Exterior bonding
with SikaForce®, SikaFast®,
Sikaflex®, SikaTack® Plus

6

OES Interior bonding
with SikaSense®, SikaMelt® and
SikaTherm®



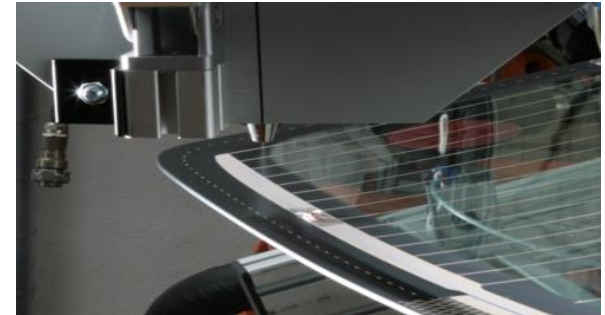
BODY SHOP (Rohbau)



PAINT SHOP (Lackiererei)



TRIM SHOP (Montage)



YOUR GLOBAL PARTNER



AUTOMOTIVE – GLOBAL FOOTPRINT



PRESENT IN ALL AUTOMOTIVE KEY MARKETS



Sika Automotive
Solutions for Bonding, Sealing, Damping and Reinforcing.

SIKA ALLIANCE PROGRAM

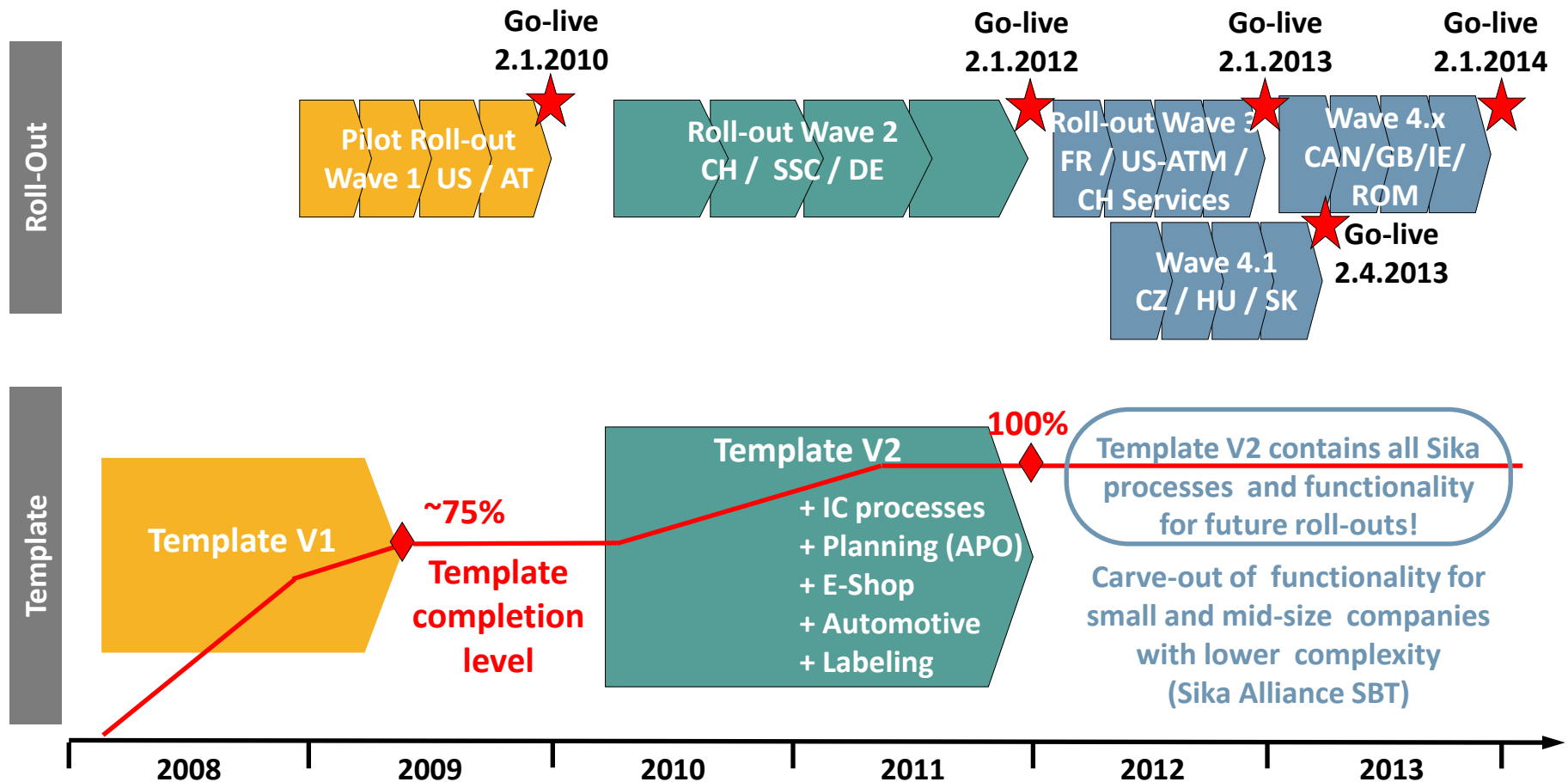
BUSINESS CASE - STRATEGIC BENEFITS



The implementation of a template based SAP leads to strategic benefits in four areas



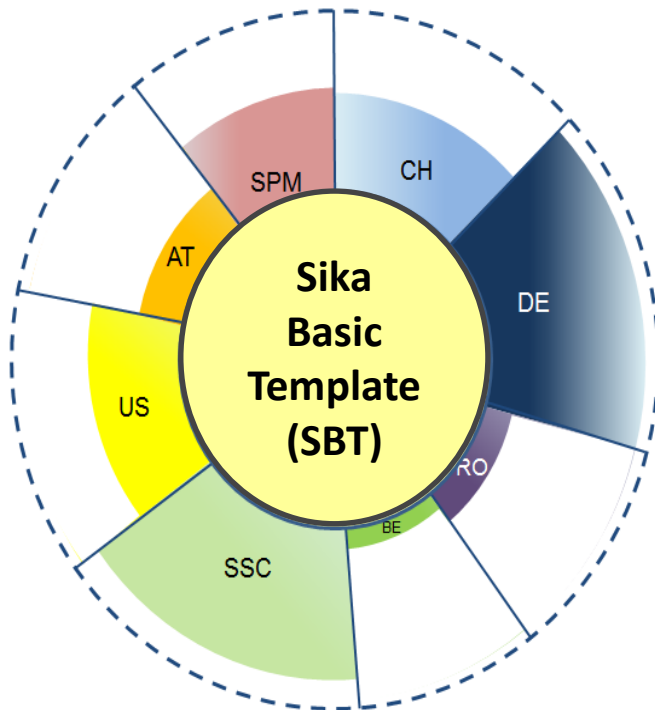
DEVELOPMENT ALLIANCE TEMPLATE & ROLL-OUT APPROACH



- Sika Alliance SAP is a template based, centrally managed and globally hosted, single client ERP system
- Strong governance of the central team required

SIKA BASIC TEMPLATE = "SBT"

- Defined in 2012
- Ready for Industrialized Roll-out



Alliance Template

Sika Basic Template SBT

All functionality to run an Ø Sika Company
(Sales CHF 30m /1 plant /2 warehouses)

Functionality SBT = Functionality AX

Extended Functionality

Functionality to support complex companies:

- process automation (e.g. Scanning)
- Integration needs
- Special Sika Business (e.g. Automotive)



Sika Alliance SAP Template is a scalable solution to adapt on the changing needs of a company!
→ Flexible Template Solution

ALLIANCE SAP FUNCTIONALITY

Sika Alliance Template

Classification	Example
Local Requirement Country/business specific additional functionality	• EDI to customer
Legal Requirement Country/business specific legal processes which must be processed within the SAP system.	• Forms • Taxes
Extended Template Additional processes to automate business processes, increase efficiency and support the needs of bigger / complex companies. Implemented only with an approved business case	• Automotive • VIM • QM • WM • Configurable Material
Sika Basic Template SBT Standard set of harmonized core processes. For an average sized Sika company to handle their daily business.	• Order process • Lean WM • Batch-Mgmt • Dangerous Goods Monitoring

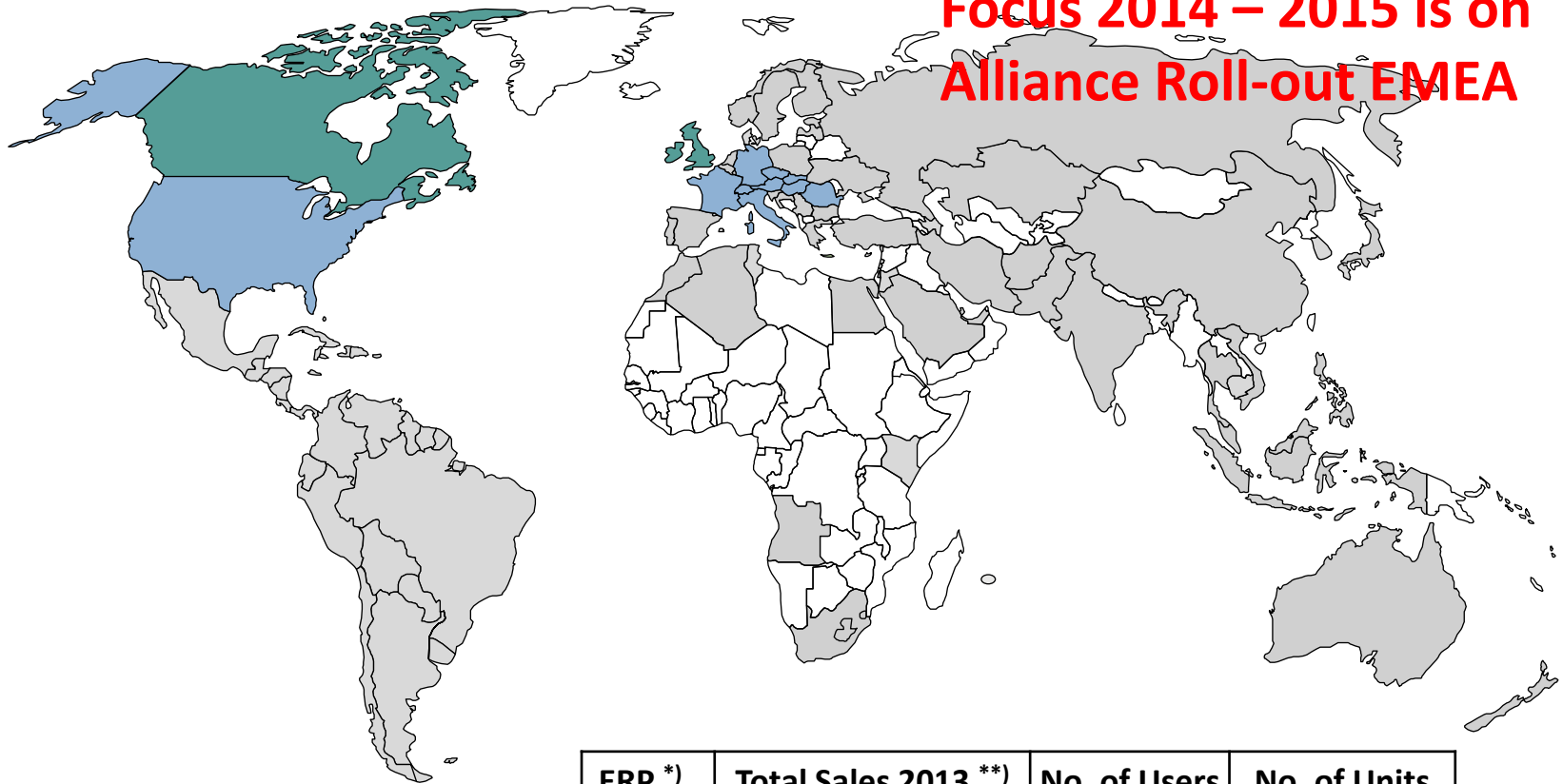
SIS effort for build & roll-out:

Approx 300 PD

for small companies with low complexity

STATUS SAP ROLL-OUT 2013

**Focus 2014 – 2015 is on
Alliance Roll-out EMEA**



- SAP (Alliance / P01)
- SAP Alliance Projects in 2013

ERP *)	Total Sales 2013 **)	No. of Users	No. of Units
SAP	3'630 MCHF	2'700	35
Axapta	2'204 MCHF	2'090	59
Other	885 MCHF	550	49
Total	6'719 MCHF	5'340	143

*) incl. SAP Roll-out Projects in progress

**) incl. intercompany sales to Sika

ACS IN USE IN SIKA ALLIANCE TEMPLATE

- Third-party w/ Sched. Agreements
- FRC-JIT Comparison (ZRCMON)*
- Exit Control Framework
- ECF Logic: DELINS check of ECN (US)
- ECF Logic: Ford cum qty inbound (US)
- ECF Logic: Customer-specific fields inbound/outbound (US+)
- Sold-to Party Determination
- ASN Monitor (US)
- Shipping Monitor (US+)
- CHEP Idoc
- Consignment Monitor
- Delivery Service Level
- RTP Planning
- RTP Rent Accounting – SD
- Forms
 - OEM labels – US (>60)
 - ETI9
 - GTL Ford
 - GTL VW
 - PSA Delivery Note
 - VDA 4939
 - VDA forms (4902, 4912, ...)
- Finance
 - SBWAP Reporting
 - Idoc Monitor Payment Advice
 - Idoc Monitor Incoming Invoice
- In Progress
 - LMPC – Lean Manufacturing, Planning & Control

BENEFITS OF ACS TO A TEMPLATE SOLUTION

- Avoid re-inventing the wheel – provide solutions to known problems
- Avoid custom code – let the software company provide the software
- Avoid bugs – ACS usually comes from «live» system
- Good support – access through OSS (installation, enhancement)
- Lower costs – cheaper than own development



THANK YOU FOR YOUR ATTENTION

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