



Entry Pitch Deck

The perfect supplier workplace

Brose Fahrzeugteile SE & Co. KG, Coburg

Michael Müller

Automotive

PUBLIC



Company Information

COMPANY NAME:

Brose Fahrzeugteile SE & Co.
Kommanditgesellschaft, Coburg

HEADQUARTERS:

Coburg, Germany

INDUSTRY:

Automotive Parts

WEBSITE:

<https://www.brose.com>

NUMBER OF EMPLOYEES:

Approx. 32.000

Brose is one of the fifth-largest family-owned automotive supplier. Every third car worldwide is equipped with at least one Brose product. The company's intelligent solutions for vehicle access and interiors provide greater comfort and flexibility. Innovative concepts for thermal management increase efficiency and contribute to environmental and climate protection. Brose's systems understanding enables new functions in all kinds of vehicles – whether on four or two wheels. Including the joint venture Brose Sitech, the company employs 32,000 people at around 68 locations in 24. 2022 the Brose Group generated a turnover of around 7.5 billion euros.

The perfect supplier workplace

Brose Fahrzeugteile SE & Co. KG, Coburg

CHALLENGE:

Customers transitioning from SAP ERP Central Component to SAP S/4HANA need a suitable replacement for the Supplier Workplace. This reveals massive gaps in the customer's standard processes (project focus: delivery, document collaboration).

Here are some examples:

- Inefficient goods receipts
- Incorrect data in the delivery
- HUs not recorded,
- incorrect weights
- Supplier batches missing
- Incorrect labels
- Packing instructions

Customers need flexibility in the selection of the required processes and the possibility to easily develop individualized products. Independence from software providers is a major challenge here. Additional developments from software providers are often limited or associated with high costs.

SOLUTION:

Our solution **proconarum** effectively bridges critical gaps in standard customer processes as mentioned in the challenges. It also solves the problems mentioned, such as inefficient goods receipts etc.

Its innovative platform gives customers the **flexibility** to select necessary processes and easily develop apps, ensuring **independence**. It enables a **cost-effective**, customizable and independent system. The **full integration** into SAP ERP processes should be emphasized as a particular advantage. proconarum is developed on SAP BTP and uses SAP standard services and can be operated as PAAS or in the private cloud.

As a use case, we describe the **optimization of inbound delivery** at one of the largest automotive suppliers. We have deployed proconarum on SAP BTP as a PAAS service and connected it to the multi-system SAP ERP landscape.

OUTCOME:

Customer voice:
"proconarum has delivered an **efficient solution** for our supplier communication."

It enables suppliers who do not use EDI to view delivery schedules and transmit delivery information, including packaging structures and handling units. The recorded data is validated **online and in real time against** the existing SAP ERP systems. Necessary documents can be printed directly. The user-friendly interface based on SAP Fiori principles **minimizes** training requirements.

The integration of **multiple** SAP ERP Central Component and multiple SAP S/4HANA systems on one platform **simplifies** use. A correct separation of internal and external users is technically possible.

Particularly noteworthy are:
On time and on budget
Customer is very satisfied

ONE

unified platform for comprehensive supplier collaboration and real-time supply chain integration within SAP environments

> 2.000

First step: 2000 + delivery schedules and the corresponding deliveries are now processed in an optimized way via proconarum

> 3.000

For more than 3000 goods receipts (in the first stage 6 Mon. at the first location), the effort was drastically reduced by predefining the processes mentioned. This prevented an increase in personnel.

In the second step, a factor of 10 of the transactions is planned.



We were looking for a replacement for the SAP Supplier Workplace which is not anymore available in SAP S/4HANA. Not our entire supply base is capable to use EDI to submit advanced shipping notification to us. Here we offer our suppliers with proconarum an alternative way to review delivery schedules and send us information about their deliveries including details about the packaging structure / handling units. Also the required paperwork can be printed via this solution. The solution needs to be self explaining to avoid an intense training of our partners. The user interfaces following the SAP Fiori principles are fulfilling those requirements. We were also able to connect an SAP ERP Central Component and an SAP S/4HANA system to one platform hiding the complexity for the users. Compared to other solution the interface is lean and we avoid significant monitoring efforts during the daily operations. The technical and process expertise of Conarum allowed a smooth implementation even with a challenging time schedule. The standardized product could be easily enhanced covering our company specific requirements.



Michael Müller
Team leader of Logistics Systems/Material Flow

brose
Excellence in Mechatronics

Participating Partner Information

With over 20 years of SAP expertise, conarum specializes in procurement, master data management, governance (MDG), and technology. Our experience in supplier integration, process digitization and end-to-end solutions were the starting point for our innovative proconarum offering.



COMPANY NAME:

conarum GmbH & Co KG



We have been used to satisfying our customers for over 20 years. We can look back on a successful collaboration with Brose in particular. Our development projects make it possible to close process gaps and improve business for Brose. We are particularly satisfied with our delivery in time and in budget“

**Stefan Bäuml
Managing Director**



Challenges and Objectives 1 of 2

GLOBAL CHALLENGES

Facing the transition from SAP ERP Central Component to SAP S/4HANA, enterprises encounter significant challenges in maintaining seamless supplier communication and process efficiency due to the absence of the Supplier Workplace. This gap exposes vulnerabilities in standard processes, including inefficient goods receipts, inaccurate delivery data, and the complexities of integrating multiple ERP systems.

Moreover, the need for flexibility in process customization, independence from software provider constraints, and the high costs associated with additional developments are pivotal challenges that demand a sophisticated, unified platform solution.

BUSINESS CHALLENGES

In the current market, businesses are striving to optimize their global supply chain processes, emphasizing the need for enhanced collaboration, cost-efficiency, and increased productivity. The integration of multiple system landscapes is essential for real-time transparency and effective resource allocation. Faced with the challenge of maintaining efficient and effective procurement activities, companies are seeking solutions that streamline supply chain operations, allowing them to concentrate on core competencies. This includes optimizing supply chain and procurement strategies to achieve a balance of efficiency and effectiveness, ultimately leading to improved overall business productivity and cost savings.

Challenges and Objectives 2 of 2

PROJECT OBJECTIVES

- Replacement for SAP Supplier Workplace
- Support for non-EDI communication
- Improved transparency for scheduling agreements
- Reduction of manual data entry
- Simplification of document exchange
- User-friendly interface
- Integration with multiple systems
- Increased efficiency in daily operations
- Cost savings
- Flexible and customizable solution
- Cost-efficient implementation
- Improved supply chain efficiency
- Separation of internal and external users
- Improved functionality

WHY SAP

- Many years of experience with SAP: conarum brings an extensive history of working with SAP, characterized by deep understanding and expertise in SAP solutions.
- Specialization in Integrated SAP Solutions: By focusing on SAP, conarum offers highly integrated solutions specifically tailored to SAP systems.
- Industry-specific expertise: conarum leverages SAP's cross-industry knowledge and best practices to provide customized solutions for specific industry requirements.
- Innovative approaches with SAP technology: The use of advanced SAP technologies such as SAP HANA and cloud solutions enables conarum to develop innovative and forward-looking solutions.
- Access to SAP's global network: As a partner, conarum benefits from SAP's global network, providing access to extensive expertise and resources.
- Flexible and scalable solutions: conarum is committed to providing flexible and scalable solutions that grow with the needs and growth of its customers.
- Focus on security and compliance: conarum's SAP-based solutions focus on adhering to compliance guidelines and ensuring the highest security standards.
- Long-term partnership and support: conarum is committed to a long-term partnership with customers, supported by the continuous development and customization of their SAP solutions.

Project or Use Case

As part of the project, conarum implemented the proconarum collaboration platform as an effective solution for optimizing the inbound delivery process at one of the largest automotive suppliers, overcoming the challenges of non-EDI-enabled supplier communication and significantly increasing transparency and efficiency in the supply chain.

This strategic implementation has enabled the automotive supplier to streamline their procurement workflows, resulting in improved accuracy of delivery data, reduced manual entry errors, and enhanced real-time decision-making capabilities across their supply chain operations.

↩ PROCESS BEFORE

Before implementing proconarum, the company faced challenges such as less than optimally efficient delivery processes and manual data processing, characterized by limited communication with non-EDI-capable suppliers and a complex system landscape that was not optimally transparent and integrated.

↪ PROCESS AFTER

After implementing proconarum, the company experienced significant improvements in supplier communication and process efficiency, marked by enabling seamless data exchange with all suppliers, including those not capable of EDI, and an integrated, transparent system landscape that facilitated efficient data processing and analysis.

Benefits and Outcomes

BUSINESS OR SOCIAL

Streamlined Operations

proconarum simplifies complex supply chain processes, resulting in smoother operations and better utilization of resources.

Cost Savings

By reducing manual entry and the errors associated with it, companies can save on operational costs and rework.

Supplier Inclusion

Non-EDI capable suppliers are now included in digital processes, which can lead to broader supplier diversity and stronger supply chain partnerships.

Improved Decision-Making

Enhanced real-time data accuracy aids in making more informed business decisions, improving responsiveness to market changes.

Customer Satisfaction

Increased efficiency and accuracy can lead to better product availability and timely deliveries, enhancing customer satisfaction.

IT*

System Integration

The integration of SAP ERP Central Component and SAP S/4HANA systems into one platform simplifies IT infrastructure and management.

Data Accuracy

Real-time validation against ERP systems improves data integrity and reduces the IT burden of data cleansing.

Scalability

The solution's architecture allows for scalable interactions with suppliers, accommodating business growth without the need for significant additional IT investment.

Cloud Deployment

With proconarum running on SAP BTP, the IT benefits from the robustness and security of a cloud environment, which can also lead to cost savings on infrastructure.

Reduced Training and Support

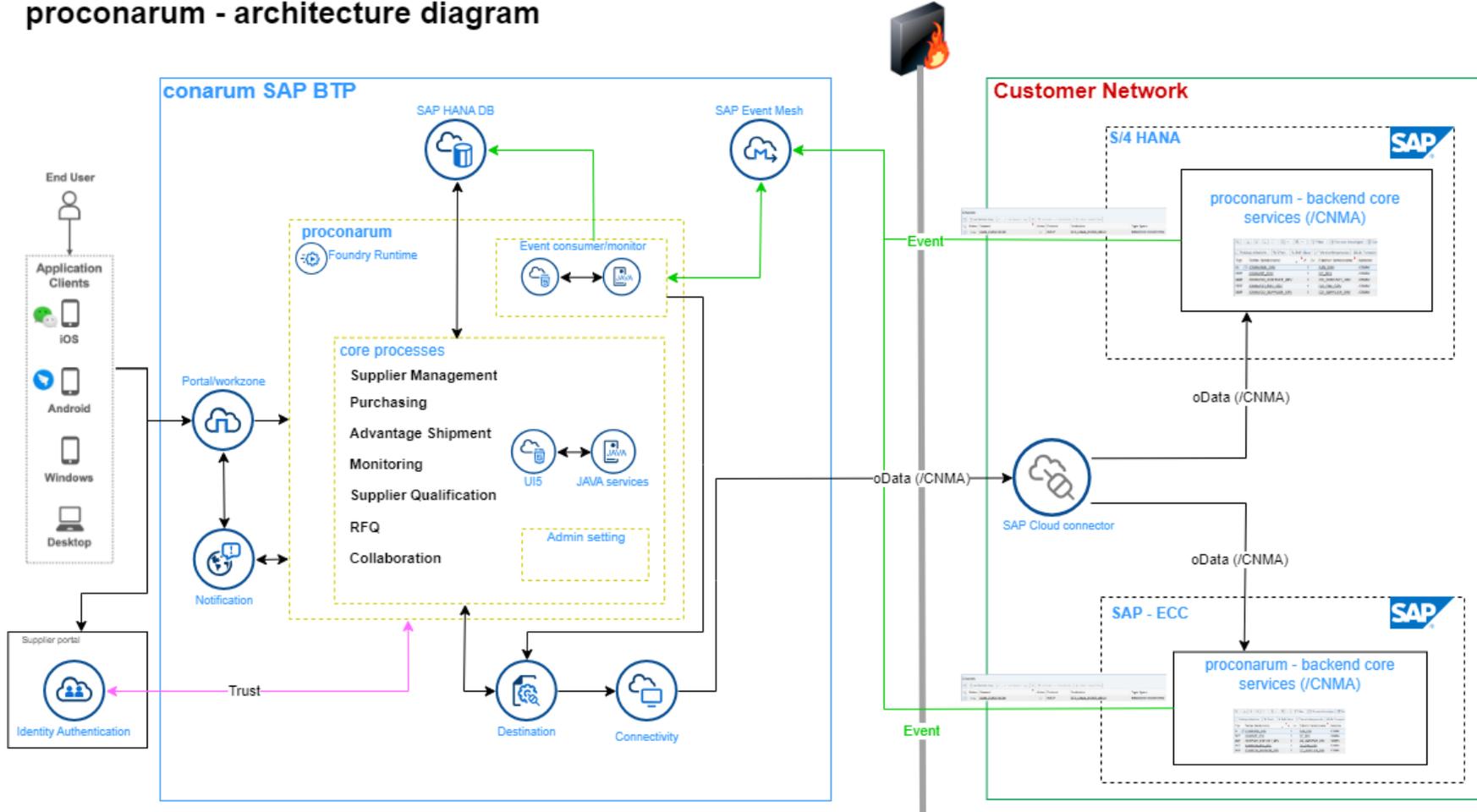
The user-friendly SAP Fiori

IT Strategy

Solutions fits to the IT roadmap of the customer

Architecture

proconarum - architecture diagram



Interface between backend (S4 or ECC) and cloud (SAP BTP)

➔ Direction from backend to cloud: The backend system generate the object event (ex: call-off creation) and push the event message to the configured channel (component Enterprise Event Enablement). The event then will be sent to SAP Event Mesh queue in cloud.

➔ Direction from cloud to backend: The cloud will connect to backend via oData services (the proconarum service with namespace /CNMA). Ex: Call oData for getting data from backend and storage to cloud DB, or post data from cloud to backend

Deployment Details 1 of 3

SAP® TECHNOLOGIES USED

	SAP PRODUCT	DEPLOYMENT STATUS LIVE/POC	SAP AI SCENARIO (if applicable)	CONTRIBUTION TO PROJECT
1	SAP BTP	Live		SAP BTP is the central technology platform used for proconarum
2	SAP ERP Central Component	Live		SAP customer ERP systems which are integrated to proconarum
3	SAP S/4HANA (on-premise)	Live		SAP customer ERP systems which are integrated to proconarum
4				
5				

DEPLOYMENT STATUS:

Live

DATE:

End of July 2023

NUMBER OF END USERS:

Phase 1: > 250

Phase 2: > 2000

TRANSACTION VOLUME:

N/A

Deployment Details 2 of 3

The following SAP Business Technology Platform (BTP) Solutions are part of the project:

	TECHNOLOGY	SAP BTP SOLUTION	CONTRIBUTION TO PROJECT
1	Application Development and Automation	SAP BTP, Cloud Foundry runtime SAP Build Work Zone	Runtime environment for proconarum
2	Extended Planning and Analysis		
3	Data and Analytics	SAP HANA Cloud, SAP HANA Database	Central data storage
4	Integration	SAP Cloud Connector SAP Event Mesh	Integration to SAP ERP systems
5			

LICENSED VIA THE SAP BUILD/TECH ADOPTION PROGRAM:

Yes

LISTED ON SAP STORE:

Yes

MONETIZED (SOLD TO YOUR CUSTOMERS):

Yes

CO-INNOVATION WITH SAP:

No

NUMBER OF CUSTOMERS USING THE SOLUTION/APP:

proconarum: 3

[proconarum | conarum GmbH & Co. KG \(sap.com\)](https://proconarum.conarum.com)

Deployment Details 3 of 3

The following offerings from SAP Services, Support or application packages were utilized during the implementation or deployment phase

	SAP SERVICE or APPLICATION PACKAGE	CONTRIBUTION TO THE PROJECT
1	SAP HANA services in the cloud	Central data storage for structured data in SAP BTP
2	Object Store on SAP BTP	Central data storage for unstructured data and documents
3	SAP Alert Notification service for BTP	Application Alert Handling

Other Packages

SAP DISCOVERY CENTER MISSION: