



FIS/wws®
Based on SAP ERP

For All Acting Quickly

References

– the Best Proof

RICHTER + FRENZEL

Richter + Frenzel GmbH & Co.
HVAC wholesale, Augsburg



CMS Caparol Marketing Services GmbH
Wholesale for colors and room-decorating,
Ober-Ramstadt

:pietsch

Kurt Pietsch GmbH & Co. KG
HVAC wholesale, Ahaus



F. Reyher Nchfg. GmbH & Co. KG
Technical wholesale for fasteners,
fastening technology, Hamburg



Bosch Thermotechnik GmbH
Heating systems, Wetzlar



Schachermayer-Großhandelsgesellschaft mbH
Wholesaler for the wood-, metal and glass
working trade, Linz



ÖAG AG
HVAC wholesale, Vienna

Short Overview *FIS/wws*®

FIS/wws® SD and shipping

- Project management
- Optimized quotation and sales order entry
- Information by telephone
- Title and total function
- Quotation costing
- Special print functions
- Purchasing data in the sales order
- Enhanced price information
- Sales document copy
- Cash sales
- Contract release orders
- Exhibition/showroom processing
- SD stock transfer
- Item split
- Sale down
- Availability check in case of sales order procurement
- Route allocation
- Express delivery service provider
- Route planning/freight list
- Quotation and sales order monitor
- Mail functions

Materials management

- Article short text enhancement
- Article search with synonyms
- Workflow purchase requisition
- Optimized MRP list
- Cross-site MRP
- Automatic stock transfer
- Packaging unit discounts
- Scaled conditions
- Fast entry of purchase order confirmations
- Forecast
- Returns monitor
- Warehouse management for merchants

Additional components

- DATANORM
- GAEB
- ÖNORM
- *FIS/mpm*®
- *FIS/edc*®

General Overview *FIS/wws*®

Our Retailing for You at a Glance

FIS/wws® is the SAP ERP add-on for the retailing of the technical wholesale developed by FIS. In order to be able to fulfill the special requirements of this industry, we have optimized sales and distribution (SD) and the materials management (MM) in particular in the SAP Operations.

The *FIS/wws*® applications are easy in terms of release upgrades and are implemented and documented in their own namespace.

The industry-specific pre-Customizing reduces the project effort and the project duration to a minimum.

By means of *FIS/wws*® in connection with SAP ERP or SAP Retail, the business processes of a company in the technical wholesale are supported as best as possible.

In the following, we have summarized the core processes of *FIS/wws*® by means of two graphics. Thus, you can quickly and easily get a rough overview of the functionalities of our retailing solution.

The all-in-one solution

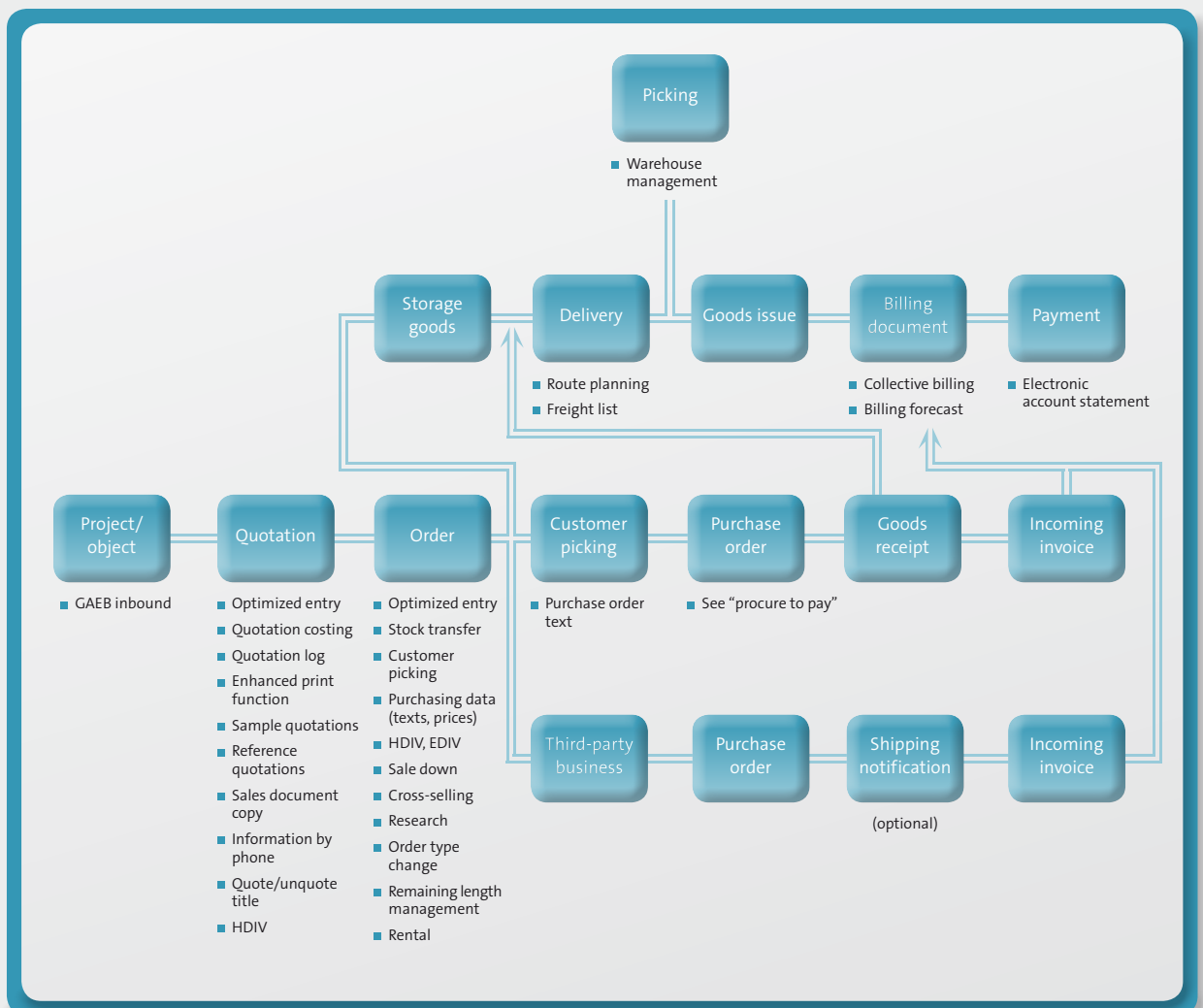
- Easy handling
- Faster and safer process processing in comparison to SAP ERP Standard
- High functional scope
- High productivity
- Well-proven
- Modern, open architecture
- Guaranteed future, independency

General Overview FIS/wws®

Core Process “Order to Cash”

The “order to cash” management for the technical wholesale describes the SAP ERP standard process chain from the order creation to the payment. With FIS/wws®, the SAP ERP standard processes are enhanced by elementary functions/processes within the SAP “order to cash” management for the use in the technical wholesale.

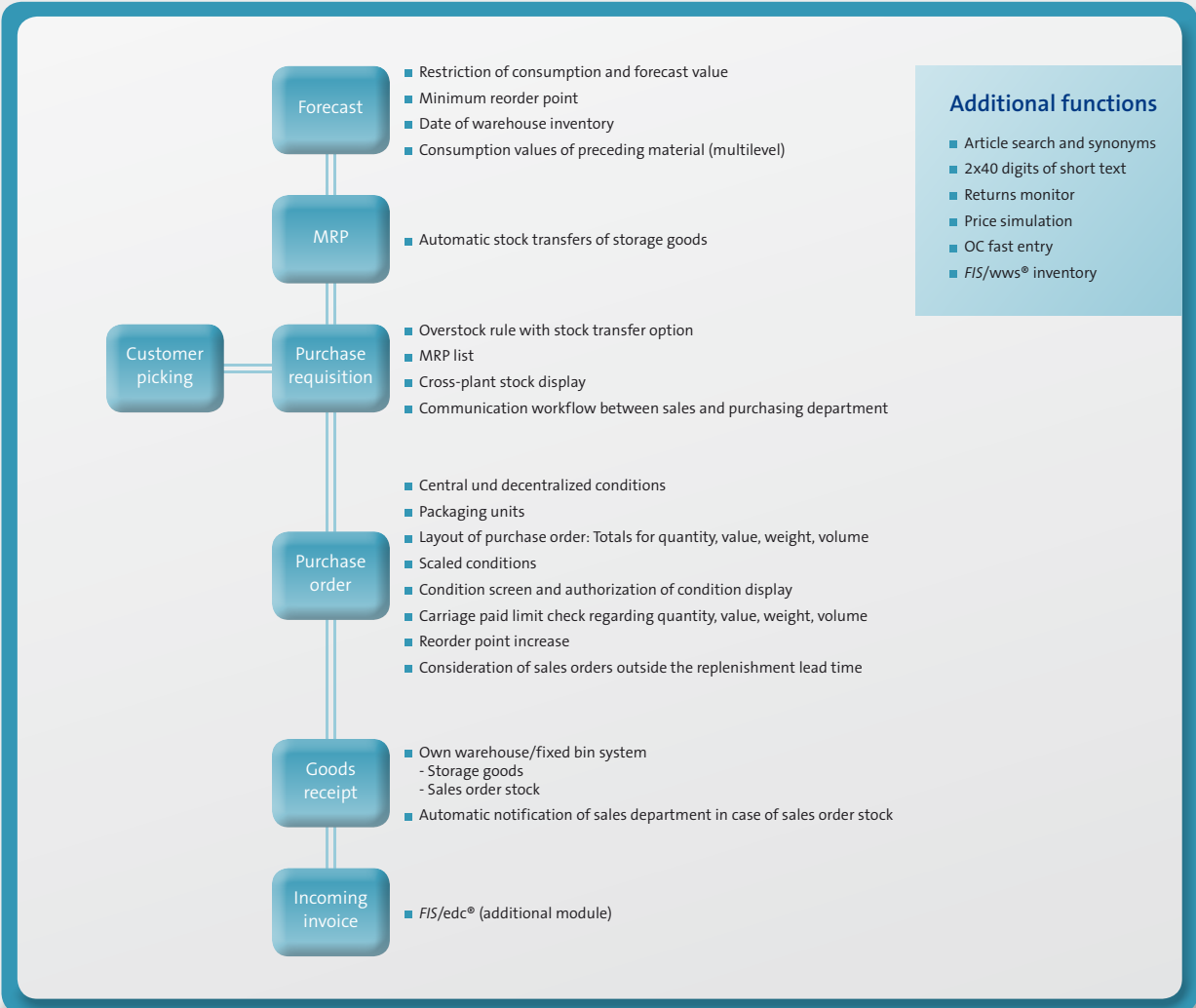
In doing so, FIS/wws® is effective at the focuses within the logistics process chain for which SAP ERP standard provides no or only an unsatisfactory solution for the technical wholesale. In doing so, the FIS/wws® solution demonstrably provides an important additional benefit for the company and its customers in the technical wholesale.



General Overview FIS/wws®

Core Process “Procure to Pay”

The “procure to pay” management for the technical wholesale describes the SAP ERP standard process chain from the demand determination, the procurement process up to the payment of the articles to the vendor. With FIS/wws®, the SAP ERP standard processes are enhanced by elementary functions/processes within the “procure to pay” management for the use in the technical wholesale. In doing so, the FIS/wws® enhancements optimize the procurement process from the forecast, the MRP, the vendor management, the strategic purchase order and price management up to the goods receipt and the invoice verification. In doing so, the FIS/wws® solution demonstrably provides an important additional benefit for the company and helps you to secure the margins in the technical wholesale.



General Overview *FIS/wws*[®]

Benefits and Advantages at a Glance

“Ready to run”

The processes delivered with the template enable the customer to quickly start the training and the project work.

- **Organizational structures are delivered**
Company codes, purchasing organizations, purchasing groups, sales organizations, distribution channels, plants/sites, storage locations etc. are already predefined and are delivered (amendments are possible!).

- **Core processes and industry functions are predefined**
Standard order, cash sales, returns management, usual goods movements/transaction types, third-party-business, consignment processing, sales order stock processing, stock transfers between plants/sites, purchase order processing etc. are predefined.

Sample training documentation is available
Efficient training preparation is supported by delivered sample documents.

Shorter implementation period – fast and secure implementation
The *FIS/wws*[®] industry solution has been developed together with our business clients. The pre-configured settings and the industrial processes included in the solution lead to a considerably reduced coordination demand in the implementation project.

Lower implementation costs

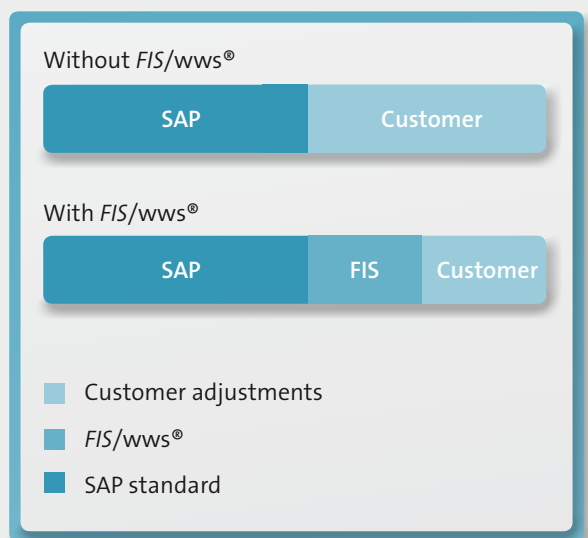
We can offer lower implementation costs to the customer due to the shorter implementation period.

Transparency in price and performance
The documented processes show very quickly what is delivered at the price agreed upon.

Risk minimization
Due to the items mentioned above, the project risk is considerably reduced.

Documented processes and functions
FIS delivers the complete description of the industry software.

Industry adjustments



General Overview *FIS/wws*[®]

Benefits and Advantages at a Glance

Industry know-how

- Due to long-time experience and focusing on the technical wholesale
- Due to constant exchange with the customers at *FIS/wws*[®] user meetings

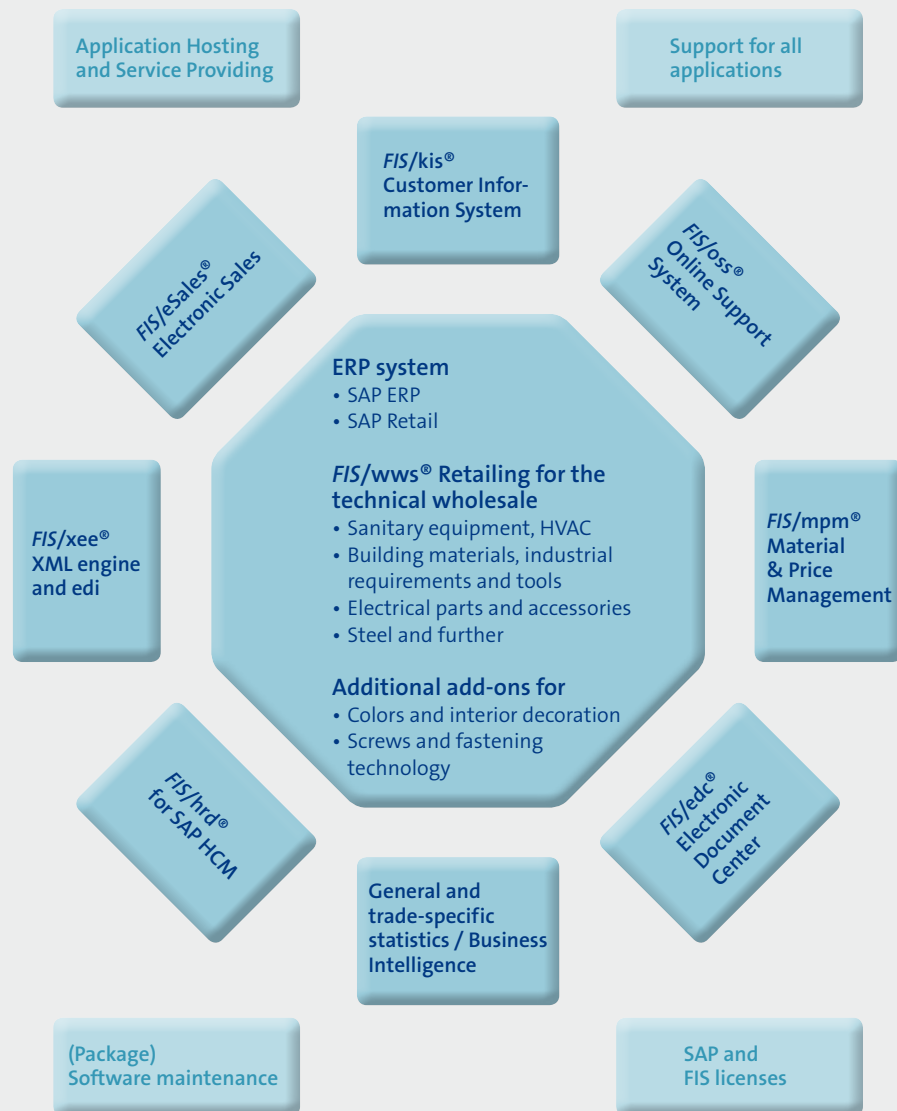
Internationality

- Internationally experienced project managers, consultants and partners
- Solution available in many languages (currently 12 languages)

Guaranteed future

- Constant modernization and further product development
- Enhancement of business processes in co-operation with other users
- Process enhancement with customers/vendor
- 'Crisis-proof' partners such as FIS, SAP and Wincor Nixdorf
- Assured support and hotline service

The All-In-One Solution for the Technical Wholesale



All technologies base on the same software technology.
The integration scenario among SAP ERP and the complementary solutions is pre-configured and supplied by FIS.
All applications and technologies are installed by FIS.

FIS is one-stop-supplier!

FIS/wws®

Welcome to a New Dimension

Our FIS/wws® business solution is designed to ensure your entrepreneurial success even in the fast moving age of e-business.

FIS/wws® is an industry solution on the basis of the SAP operation processes sales and distribution (SD) and materials management (MM). SAP products such as Business Intelligence supplement the application portfolio.

The FIS/wws® retailing functions are directed at enterprises of the technical wholesale focusing on:

- Sanitary, heating, air conditioning
- Building materials, industrial requirements, tools
- Electrical parts and accessories
- Steel
- Colors and interior decoration
- Screws and fastening technology

All processes in the operative business are supported in the best way possible by enhanced functionalities and the optimized integration of SD logistics with procurement logistics. Fast entry and fast information transactions reduce the entry/processing effort.

Customer-specific processes can easily be set via the SAP and FIS/wws® Customizing. The industry-specific pre-Customizing for the technical wholesale considerably reduces the implementation periods and thus the project costs.

Within the scope of software maintenance, FIS offers the adjustment to the current SAP releases.

FIS/wws® has been developed according to the strict qualification guidelines of SAP AG for partner solutions. FIS/wws® can be acquired in two versions.

- FIS/wws® Premium for logistically demanding requirement profiles
- Furthermore, FIS also offers FIS/wws® function blocks for the individual problem solving

FIS/wws® is currently available in 12 foreign languages: CS, EN, ES, FR, HR, HU, IT, NL, PL, RO, SK and TR.

Due to our increasing international orientation and permanent product development, new language versions are constantly added.



Industry-specific template

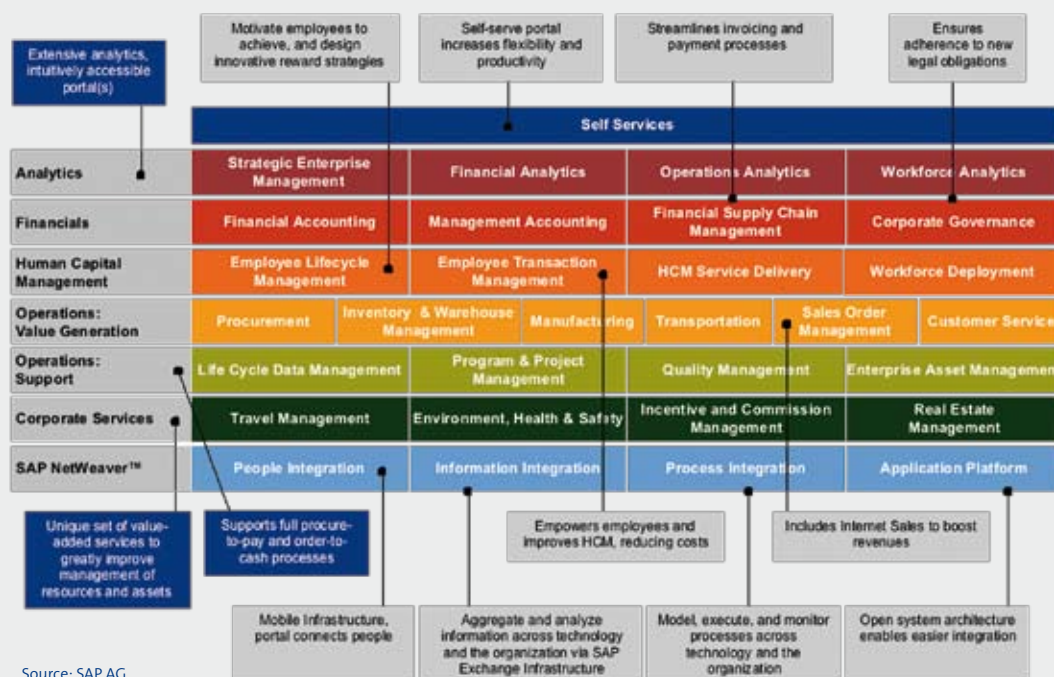
With the industry template, the manifold solution options in the SAP ERP system are preset to the approved solutions of the industry segment on delivery. This considerably reduces the project duration. For user trainings, trade-specific statistics, forms and data transfers, the respective tools and reference materials are available.

User association

Regular meetings of *FIS/wws*® customers, who thus achieve the following objectives:

- Mutual exchange of experiences
- Development of new ideas and requirements for the *FIS/wws*® standard (development requests)
- Joint solution development and
- Cost-sharing as to new developments, which cannot be included into the *FIS/wws*® standard

The ERP Solution of the Next Generation



Due to its functionality in particular, SAP ERP deserves the title “ERP solution of the next generation”. By means of SAP ERP, SAP enhances central SAP R/3 key functions in the areas of Financial Accounting, Human Resources Management and logistics on the one hand. As the new function modules are far more comprehensive than before, they are now called Financials, Human Capital Management and Operations. On the other hand, SAP ERP also includes functions that were missing in SAP R/3. With Analytics for instance, you will benefit from the approved reporting and planning functionalities of SAP Business Intelligence.

You might ask: “Why should we decide in favor of SAP ERP?”

Our answer: “Because with SAP ERP, you can

- fulfill the requirements of today’s and future business processes
- make your processes transparent and thus take substantiated decisions, which provide and maintain competitive advantages for you
- lay the foundation for an Enterprise Service-Oriented Architecture (SOA) and invest in a safe future of the company IT.“

Necessary precondition:

You have to make the strategic decision to change to SAP ERP – not immediately and completely, but step by step and consistently. Thus, you provide the infrastructure for a successful business development.

FIS/wws[®] SD and Shipping Project Management

Project management

In the technical wholesale, many large-scale projects (e.g. renovation of a general hospital) are processed. The *FIS/wws*[®] Project Management helps you to map the overall project within SAP ERP.

Via the *FIS/wws*[®] Project Management, additional data are entered and administered, which are not intended in the SAP ERP standard. Normally, the objects are tendered and awarded by planning offices, architects or the public authorities. Therefore, these officials can be separately stored as master data in *FIS/wws*[®].

The transfer of service specifications directly into the *FIS/wws*[®] retailing system belongs to the basic industry requirements within the project processing (see GAEB, page 52).

Project

The project is the central document of the project management and further processing. Here, all essential data such as planners, field sales representatives, deadlines, etc. are administered.

Planners

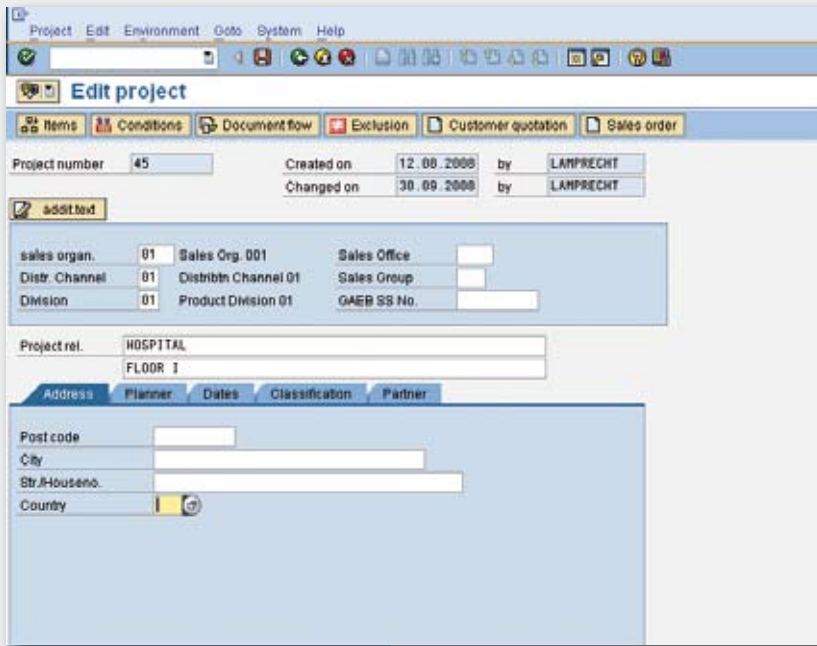
Architects and planners are persons or enterprises planning, designing and tendering an object. They are administered as master record in *FIS/wws*[®].

Field sales representatives

These master records are assigned to the planner via partner roles in *FIS/wws*[®].

GAEB

The *FIS/wws*[®] project management supports the data import and export in the GAEB format.



FIS/wws® – Project management

Quotations

Binding quotations can be created directly from the project.

Document flow

Based on the project document, all subsequent documents can be displayed and processed via the “document flow”.

Conditions

Sales-relevant conditions can be created relative to each project number.

Deadlines

Monitoring of the tender and/or submission deadlines is ensured at any time.

Benefits

All data relative to an object and/or project can be stored and all documents relative to a tender can be monitored.

FIS/wws® SD and Shipping

Optimized Quotation and Order Entry

One focus in FIS/wws® has been and still is the improvement of the usability, especially within the scope of quotation and sales order entry. In this connection, numerous suggestions of the users have been accepted and integrated into the solution.

One of the most frequent points of criticism was that not all fields required for the document entry are available on one entry screen.

In FIS/wws®, a number of additional information and entry fields have therefore been supplemented

- Profit margin at header and item level
- Credit limit and the credit limit used
- Diverse turnover information
- Additional price/discount fields
- Article short text 2
- SS number
- Etc.

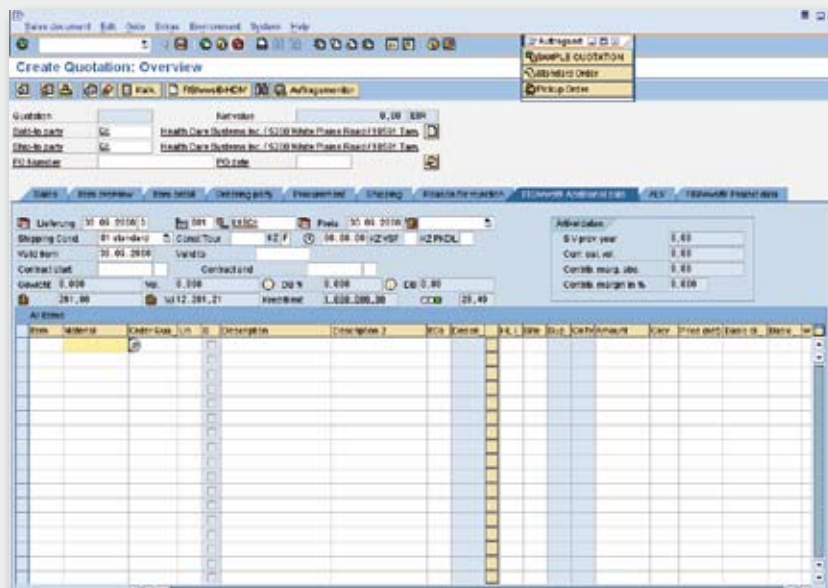
The field selection on the entry screen can be adjusted order-specifically to customer requirements within the scope of the variant technology. If additional price information or a short overview of the order/quotation history is required nevertheless, this information can also be obtained via mouse click.

In case of large documents, the “ALV” tab provides for the necessary overview with numerous sort and filter functions. By pushing a button, you get e.g. an overview of open or rejected items here.

The function of the “enhanced order type change” enables the easy change of the order type up to the time of the delivery creation.

User benefits

For the person responsible, almost all fields and functions necessary for the document entry are available in one mask. Furthermore, diverse function enhancements contribute to a more effective order processing.



FIS/wws® – Optimized quotation and order entry

FIS/wws® SD and Shipping Information by Phone

It is part of the daily routine work of many people to respond to price inquiries of customers by phone. Frequently, the customer requires a quotation or an order for some of the inquired articles directly after the information by phone. To this end, an own transaction for the information by phone is provided in *FIS/wws®*.

The information by phone allows a quick access to customer-specific prices, information on the profit margin and on the availability as well as further customer-specific information on the credit limit or the turnover.

Articles the customer would like to order directly by phone can be put into a shopping basket and can be transferred into a quotation or an order if required.

Functional scope

Reference customer

By entering a reference customer, a direct price comparison can be made.

Profit margin

The profit margin tab shows the absolute and the percentage profit margin as well as the values used for determining the profit margin.

Shopping basket

Via the “selection list” button, the user can go to the contents of the shopping basket at any time. Here, the user once more has the option of defining via selection functions which articles are to be transferred into a quotation and/or an order.

Customer info

In addition to diverse communication data such as e-mail, phone and fax number, this tab index mainly provides statistics information and credit-relevant data.

Benefits

The information by phone enables the person responsible to quickly provide information on prices and availability relative to inquired articles over the phone with the additional option of creating a quotation and/or an order.

FIS/wws[®] SD and Shipping

Title and Total Function

In the wholesale, service specifications and large orders are part of the daily business. In this connection, it is customary to summarize and display the different items on print-outs of quotations, pricings as well as order confirmations in the respectively clear arrangement (e.g. work centers, construction sections). A block (e.g. work centers, construction sections) starts with a headline, afterwards the items assigned follow and a totals line comes last. It is possible to nest the blocks as deeply as it is required. Thus, a clear display of complex construction projects is ensured. When creating a quotation, a special material number, e.g. TITLE is entered to mark the beginning of a block for the print control. Afterwards, the items belonging to this block are entered. In order to complete the block, you enter another material number, e.g. TOTAL. Now, the print control knows that the articles between the material numbers "TITLE" and "TOTAL" belong to one block and can issue them according to the requirements on printing. The print control will only be executed correctly if a totals line exists. Otherwise, an error note will be issued.

Benefits

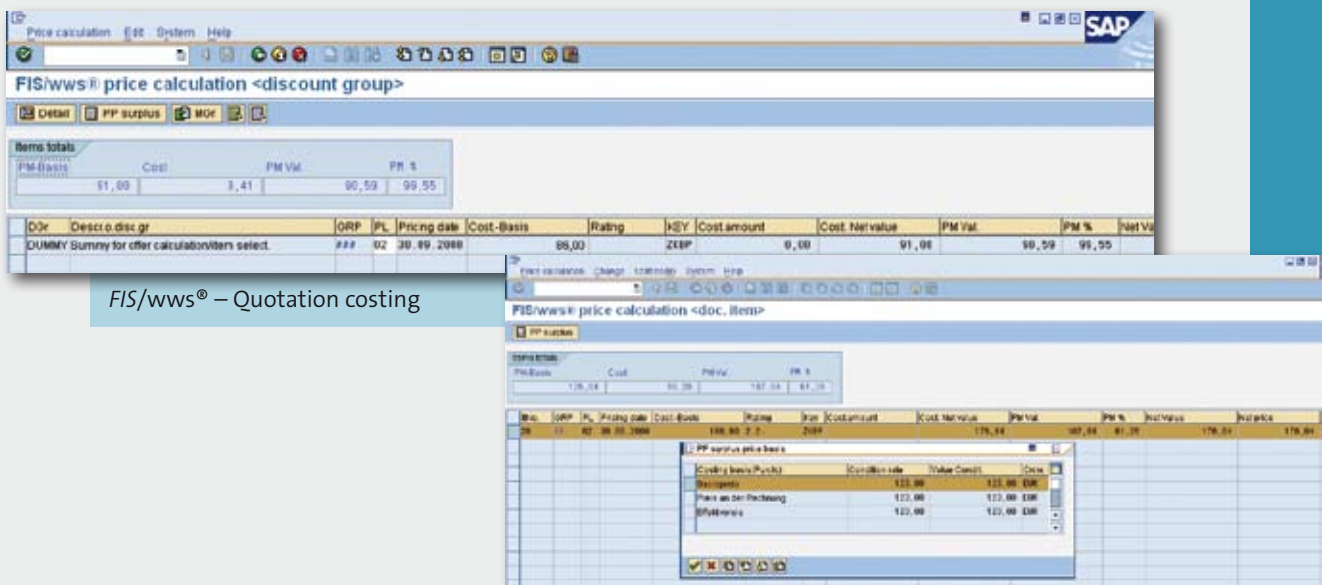
In SD documents, complex construction projects can be entered and displayed in structured form.

FIS/wws® SD and Shipping Quotation Costing

Normally, the quotations in the technical whole-sale are created and costed customer-specifically. In order to make this task as easy as possible for the users, customer-specific costings can be made directly in the SD document in FIS/wws® by means of different costing procedures. The quotation costing can be effected as a discount or surcharge costing (sales-, purchasing+). In case of a discount costing, the customer discounts based on the sales price are used for determining the customer-specific sales price. In case of a surcharge costing, the costing is effected via the actual purchasing conditions relative to the selected vendor and/or article.

In doing so, the profit margin can constantly be controlled as price changes are immediately synchronized and displayed.

Furthermore, FIS/wws® offers the option of summarizing all articles of a quotation or an order by means of groupings (e.g. discount or material group) and costing the individual group in consideration of the profit margin. This group costing can also be used for the purchasing+ costing. The costing is always effected as a simulation first with the possibility of optional transfer to the price determination.



FIS/wws® – Quotation costing

Functional scope

Grouping

All articles of a quotation are automatically included into a preset grouping after pushing the costing button.

Group calculation

The groups formed can be cost quickly and without much effort (sales-, purchasing+).

Splitting

Each grouping can be split again in order to additionally cost items separately if necessary.

Profit margin

During the online costing, the profit margin is displayed immediately and thus remains controllable.

Vendors

The procurement conditions of the respective vendor are used as a basis according to the costing procedure and are freely selectable in the costing level.

Authorization

The costing basis for the purchasing+ costing can be assigned from the purchase price calculation schema according to the authorization level of the user in SD.

Benefits

Quotations and sales orders can be cost easily and transparently.

FIS/wws® SD and Shipping Special Print Functions

Quotations and order confirmations frequently have to be created according to the requirements and requests of the addressees and have to be sent via different communication channels. In order to fulfill these requirements in the form creation and issue, a flexible print control has been integrated in the FIS/wws® functions. In the SAP ERP standard system, only a relatively rigid print control and issue is intended for such cases. With FIS/wws®, additional functions are provided, which considerably simplify the quotation and/or order confirmation processing for the user. These functionalities are available when creating, changing or displaying the document. Due to a prior display on the screen, a document can be controlled and the reprint of individual pages is enabled. Thus, an unnecessary flood of paper can be avoided. The uncomplicated and time-saving option of sending the quotation directly from the document to the customer by fax or e-mail is a further facilitation offered by the FIS/wws® print control.

Quotation log

In the quotation log, the items of a quotation are checked for negative profit margin. The output is then effected with item number, profit margin and percentage difference between revenues and costs.

Output medium

The user has the option of selecting the output medium via a selection window. By means of a button, he can choose between screen, printer, e-mail and fax as output medium.

Conditions

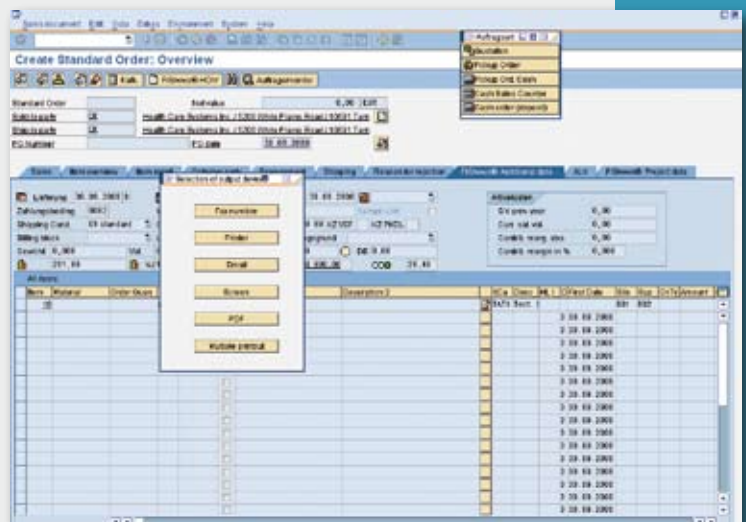
The user can decide himself which price information is printed on the quotation/order. E. g. the prices, gross or net, with or without discount information, can be selected for printing.

Encoded output

The print-out is made without material numbers and with an encoded material text (e.g. for consumers).

Benefits

An easy menu navigation helps the user to create and send the quotations and order confirmations according to the requirements.



FIS/wws® – Special print functions

FIS/wws® SD and Shipping

Purchasing Data in the Sales Order

In the course of the process optimization, the option was created in FIS/wws® of already entering purchasing data for customer picking items or third-party items in the sales order.

This function has a special meaning for the processing of unlisted articles, e.g. for custom-made products. For this purpose, an EDIV article (diverse one-time article) is maintained for instance for each material group and/or discount group. During the order and/or quotation entry, the respective “reference article” and the quantity are entered. Thereupon, a purchasing data screen appears, on which the order-specific data such as vendor, plant number, plant prices, item texts, article name and article description can be entered. Via the respective search helps, the required data can also be transferred from FIS/mpm® or other catalogs. By means of the vendor number and the vendor article number, you also have the option here of obtaining information on prices

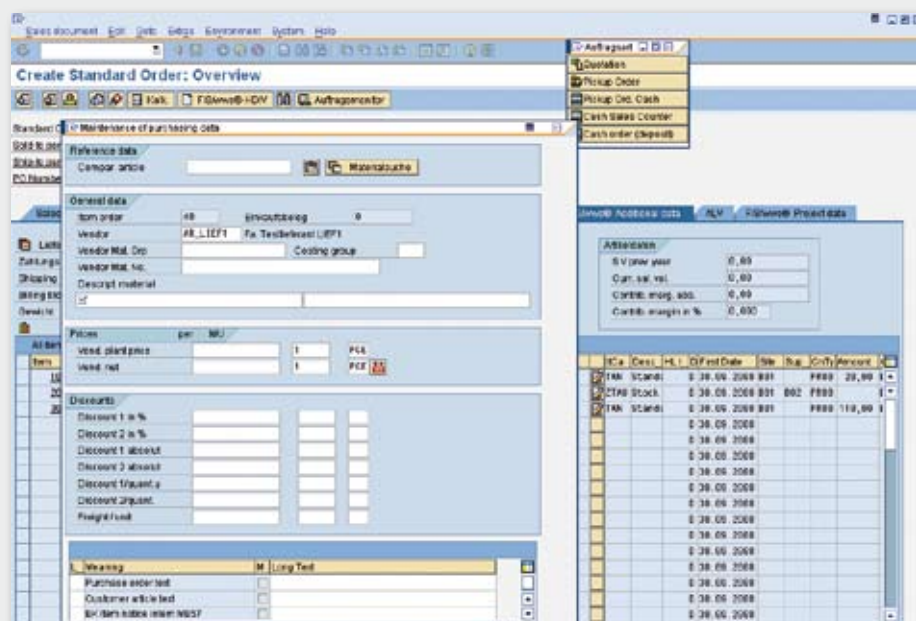
and availability via the “ARGE” portal. The profit margin is determined via the entered purchase order price, which is first transferred as moving average price.

When creating a purchase order, the data entered here are transferred into the purchasing document.

Stocks for EDIV articles are administered as sales order stock. Thus, not only a clear valuation is possible, but it is also ensured that the articles are not delivered to other customers.

Benefits

Information important for the purchasing department can already be entered in the sales order and can be transferred to the purchasing department.



FIS/wws® – Purchasing data in the sales order

FIS/wws® SD and Shipping

Enhanced Price Information

The price information is an important source of information for the person responsible in SD. The FIS/wws® function “enhanced price information” starts a detail screen from the order processing and thus enables a general overview of prices, price lists and discounts for the selected article, irrespective of the ordering party.

Last purchase prices

In each case, the last 3 net purchase prices from billing documents, orders and quotations are additionally displayed in the popup as further information. From the display, the user can go to the respective document via mouse click.

Control

Via the FIS/wws® Customizing, the scope of the conditions displayed can be controlled via different criteria (e.g. sales organization, user, etc.).

Benefits

The person responsible gets an overview of the data important for the price determination. The transfer of price components from the price information saves time and helps to avoid errors.

The screenshot shows the 'Price info' window for material '800050 JW01' (water counter). It displays various price components and scales.

800050 JW01		water counter			Scales	
		SECOND ARTICLE SHORT TEXT 2240				
CoTy Material	Unit	Unit per	UoM	fr	Qty next value	
<input type="checkbox"/> PR00 JW01	120,00	EUR	1 PCE			
CoTy Material	R PS	Unit	Unit per	UoM	fr	Qty next value
<input type="checkbox"/> PR00 JW01	100,00	EUR	1 PCE			
CoTy Curr. Material	R PS	Unit	Unit per	UoM	fr	Qty next value
<input type="checkbox"/> PR00 EUR JW01	100,00	EUR	1 PCE			
CoTy	Amount	Unit per	UoM	no scales		
<input type="checkbox"/> ZAVA	000					
Prices		Amount				
Low Balance price		89,20				
Tep		89,88				

Lists of purch. prices

FIS/wws® – Enhanced price information

FIS/wws[®] SD and Shipping Sales Document Copy

Quotations including several hundred items in connection with tenders are not infrequent in the wholesale. The entry of such comprehensive quotations is very time-consuming. In *FIS/wws*[®], this entry effort is considerably reduced by the option of creating “sample quotations”.

The *FIS/wws*[®] function of the sales document copy simplifies the creation of quotations for several customers by referencing to a sample quotation and automatically creating a quotation for each customer in the background. The automatic copying of the quotations can be executed immediately or scheduled as a background job.

As information, the person responsible receives an e-mail or an express mail (according to the selection).

Benefits

The work for the simultaneous creation of several quotations for different customers is considerably facilitated for the person responsible by using the *FIS/wws*[®] sales document copy.

FIS/wws[®] SD and Shipping Cash Sales

By means of this module, the option of being able to comfortably and efficiently handle a wide variety of cash sales processes has been created. Especially for supporting the cash process, an own directory has been provided, which contains all relevant information and entry fields.

Controlled by the workflow, all subsequent processing steps (depending on the process up to the incoming payment posting) are triggered. For the case that goods have to be systematically procured for cash sales processes, the down payment management has been integrated.

By means of a special cash sales log, the person responsible can select the revenues to the day according to cash point and payment type and make a cash balancing.

On principle, the processes of the FIS/wws[®] cash sales handling can be divided into four categories

- Pickup orders
- Supply orders
- Credit notes (including price debit memo)
- Diverse cash postings

Functional scope

Print function

Via an invoice/down payment pushbutton, the printing of the customer invoice is triggered. It can be set which subsequent documents are created automatically (delivery, goods issue posting, billing document, financial accounting customer invoice, incoming payment posting).

Management of cash payment processes according to diverse payment types

These diverse payment types (EC, VISA, Cash, ...) also influence the subtotals of the cash sales log and/or can be used for the differentiated G/L account determination for the incoming payment posting.

Time-based synchrony of logistics transactions via financial accounting account postings

By triggering subsequent documents, a wide variety of organizational units of a company immediately receives the current information relative to the individual processes of the cash transaction.

Management of down payments for procurement transactions

The down payment can be entered manually or can be determined according to certain rules. For third-party processes e.g., it makes sense to demand 100% down payment as the cash payment customer is directly supplied by the vendor. In the financial accounting, such revenues are explicitly reported.

Cash process at the customer's

The document type "cash supply" administers deliveries to the customer on COD basis. To this end, the driver is handed out the invoice already on delivery and collects the amount on site. The confirmation in the system is effected by the person responsible for the cash point after the driver has forwarded the revenues.

Diverse cash postings

Easy handling of "other cash point revenues/ expenditures".

Benefits

Via the cash sales and the cash sales log, the person responsible has an easy and efficient working tool for the daily use, by means of which he can select the revenues to the day among others according to card types and make a cash balancing.

FIS/wws[®] SD and Shipping

Contract Release Orders

In the technical wholesale, it is part of the daily practice that the customer only advises of weekly or monthly dates for the order. The notice of the delivery date to the day is normally given later, e.g. depending on the construction progress of the project. In order to guarantee a delivery on time to the customer, the FIS/wws[®] process “contract release order” has been installed.

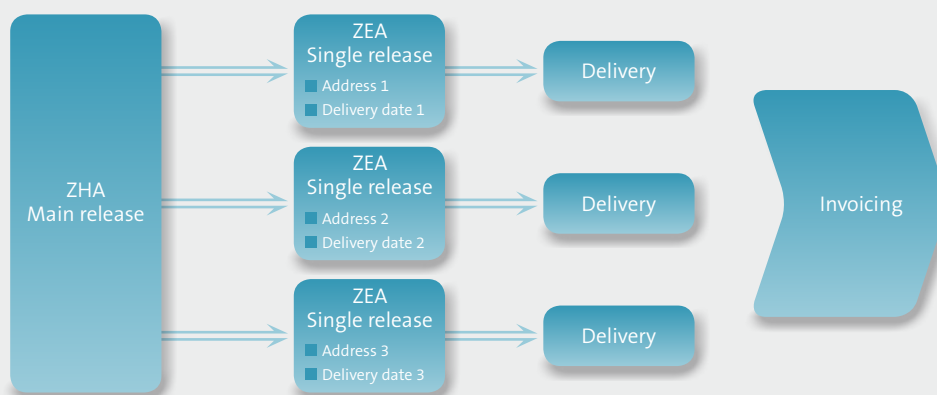
In this connection, the main release forms the basis for the procurement and MRP. The desired date is usually entered in monthly or weekly format. For the main release, either a customer-neutral requirement is transferred to the MRP or a purchase order is directly created.

As soon as the desired delivery date is specified to the day, a single release is entered with reference to the main release.

The single release forms the basis for the delivery. The open quantities in the main release reduce according to the single release quantities. Several single releases can be created relative to a main release so that a release of partial quantities to different ship-to addresses at different dates is possible.

Benefits

By realizing the main and single releases, an exact delivery date can be guaranteed to the customer in spite of previously inexact date specifications if necessary.



FIS/wws® SD and Shipping Exhibition/Showroom Processing

This function enables the separated administration and valuation of exhibition/showroom stocks.

An exhibition can then be sold down to different customers.

This means that the procurement transaction and the sale of these articles are not directly related.

For this reason, the separate process “exhibition processing” has been defined in FIS/wws®.

Basically, this process consists of the exhibition stock level and the exhibition sale down.

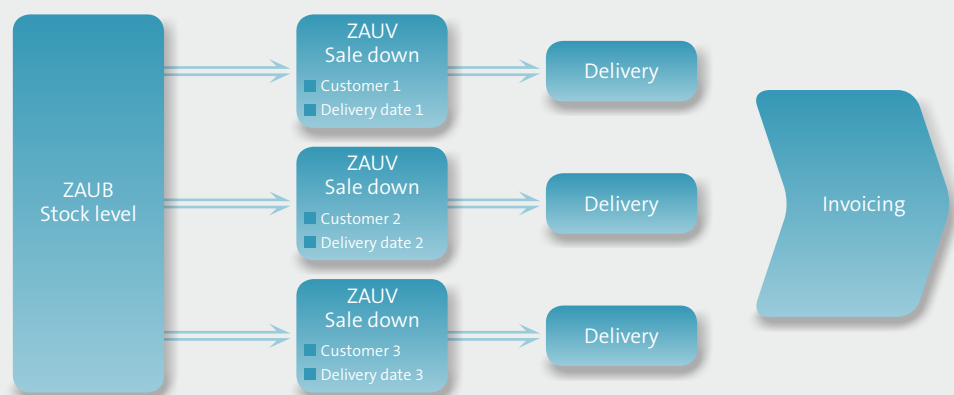
The stock level forms the basis for the procurement and MRP. The document and/or the items are neither delivery- nor billing-relevant.

The exhibition sale down is the basis for the processing on the part of the customer, i.e. the standard subsequent documents (delivery and billing document) are created here.

Several exhibition sales down can be created relative to an exhibition stock level so that a release of partial quantities to different customers at different dates is possible. The sale reduces the open quantities in the stock level.

Benefits

The exhibition processing offers an easy handling concerning the stock level, the separate inventory management and the sale of exhibition articles.

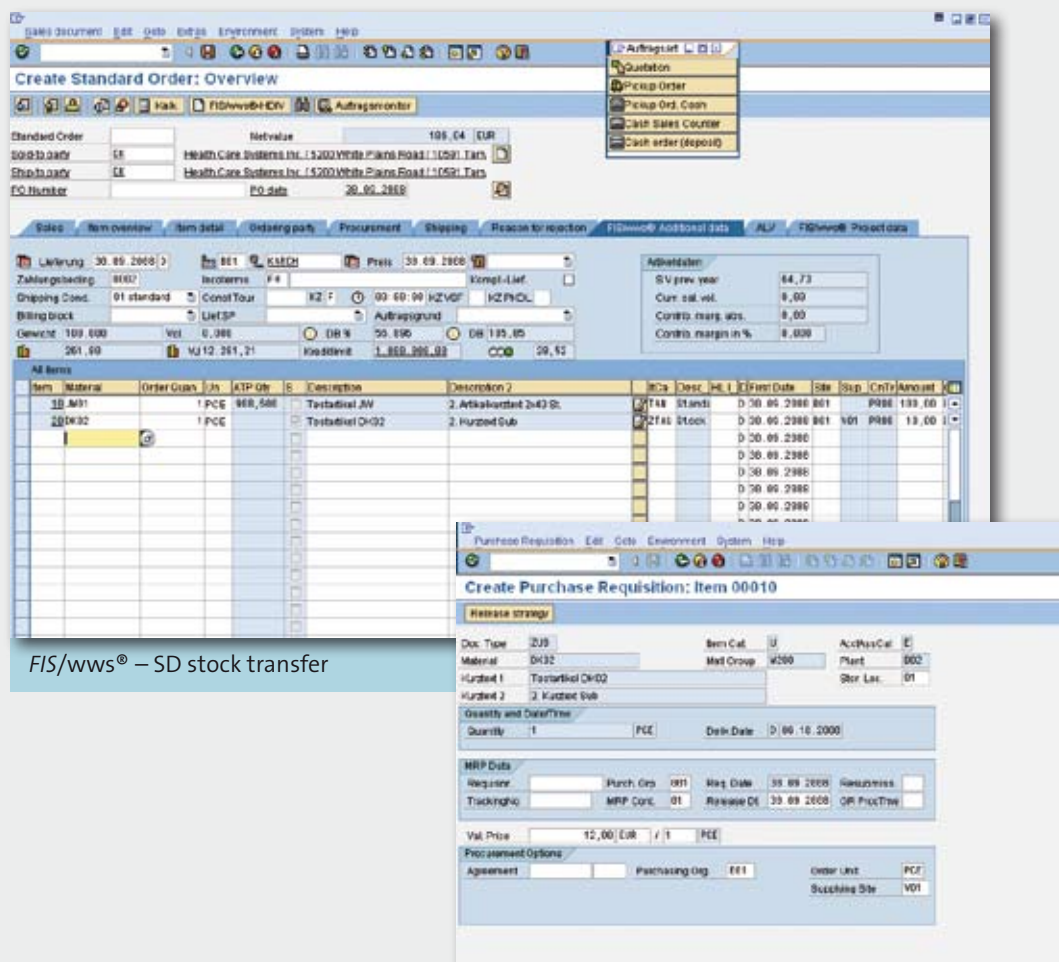


FIS/wws® SD and Shipping SD Stock Transfer

The sales-order-related stock transfer (SD stock transfer) realized in FIS/wws® is a substantial logistics simplification.

In the SAP standard, a stock transport order cannot be triggered directly from the sales order. The detour via the MRP is always required. Thus, precious time often gets lost.

In FIS/wws®, the stock transport order can be triggered directly from the sales order processing. Workflows, which create the stock transport order and the respective replenishment deliveries immediately when saving the sales order if desired, provide for the fastest logistics processing possible.



Scenario

Not all articles are stored in all branches. In case of the strategic stock transfer, the system checks according to the master data and/or settings in Customizing if an article is to be procured internally or externally in case of non-availability in the supplying site¹. In case of internal procurement, the stock transfer site is determined via a defined rule set and an item category is automatically selected, which triggers the stock transfer subsequently.

In case of “ad hock stock transfer”, the person responsible decides if and from which site(s) the stock is to be transferred, depending on the situation. The enhanced cross-plant availability overview is a valuable support in this connection (also see item split).

If an article, which is normally procured for the respective sales order in the own site, has been set for the cross-plant sale down, the automatic stock transfer can be triggered as well.

Benefits

Fastest delivery possible to the customers at maximum flexibility and transparency for the person responsible. Minimum entry effort by means of workflow-based document creation.

¹ Here, site stands for store, branch, distribution center or plant.

FIS/wws[®] SD and Shipping Item Split

In spite of a careful stock management, it is possible that a customer orders goods which are not and/or not sufficiently available in the warehouse of the responsible branch. The primary objective, however, is to supply the customer satisfactorily and as fast as possible.

Here, the *FIS/wws[®]* function of the item split offers a comfortable tool as a supplement to the SAP standard processing. The cross-site availability check and the immediate supply of the customer form the main functions in this connection.

The *FIS/wws[®]* item split first informs in which sites the required material is available and in which quantity. On the “split screen”, the person responsible can directly determine the supplying site or decide if a stock transfer is to be made first.

If the goods are not available in sufficient quantity in any of the sites, a quantity split to several sites can also be effected, i.e. that one item is subdivided into several items or subitems with different stock transfer or supplying sites.

In comparison to the external procurement, the delivery time for the customer can thus be considerably reduced in many cases.

Functional scope

Delivery

The goods can be procured via stock transfer and completely sent to the customer or delivered to the customer directly from the selected site.

Availability

From the availability screen, you can go to the availability overview “other sites”. Here, you can see in which sites the article is available and in which quantities.

Control

In the *FIS/wws[®]* Customizing, it is determined which sites are allowed to execute stock transfers among each other.

Workflow

Via a workflow control, all further steps and functions are triggered in the background. Thus, the stock transport order, the delivery note and the picking document can immediately be created in case of a stock transfer.

Scheduling

The transit time between the individual sites can be considered separately.

Benefits

Via the FIS/wws® function of the item split, the person responsible can check the availability of the article directly in other sites without great effort, initiate a stock transfer if necessary and continue with the order processing. After the item split, a further intervention is not necessary any more as all other functions for delivery run in the background.

The screenshot displays two SAP windows. The left window is titled 'Standard Order: Availability Control' and shows the following details:

- Material: DEE7
- Site: Testartikel D107 (Cross Selling)
- Req. order date: 30.09.2008
- End lead time: 30.10.2008
- Open Quantity: 1
- Max. Part. Deliveries: 9

The right window is titled 'Availability check' and shows an 'Item split for DK07' for 'Testartikel DK07 (Cross Selling)'. It contains a table with the following data:

Site	ATP quantity	Cancel. Date	Requirement quantity	Conf. ATP quantity	Quantity	Site ID	Site	Unit
001 F (Cross Selling) 01	0	30.10.2008	1	0			LW1	PCB
002 F (Cross Selling) 02	100	30.09.2008	1	1			LW1	PCB
003 F (Cross Selling) 03	0	02.10.2008	1	0			LW1	PCB
004 F (Cross Selling) 04	0	02.10.2008	1	0			LW1	PCB
005 F (Cross Selling) 05	0	02.10.2008	1	0			LW1	PCB
006 F (Cross Selling) 06	0	02.10.2008	1	0			LW1	PCB
007 F (Cross Selling) 07	0	02.10.2008	1	0			LW1	PCB
008 F (Cross Selling) 08	0	02.10.2008	1	0			LW1	PCB
2100 (Vorgefert.) 02	0	02.10.2008	1	0			LW1	PCB
Z110 (Vorgefert.) 01	0	02.10.2008	1	0			LW1	PCB

FIS/wws® – Item split

FIS/wws® SD and Shipping Sale Down

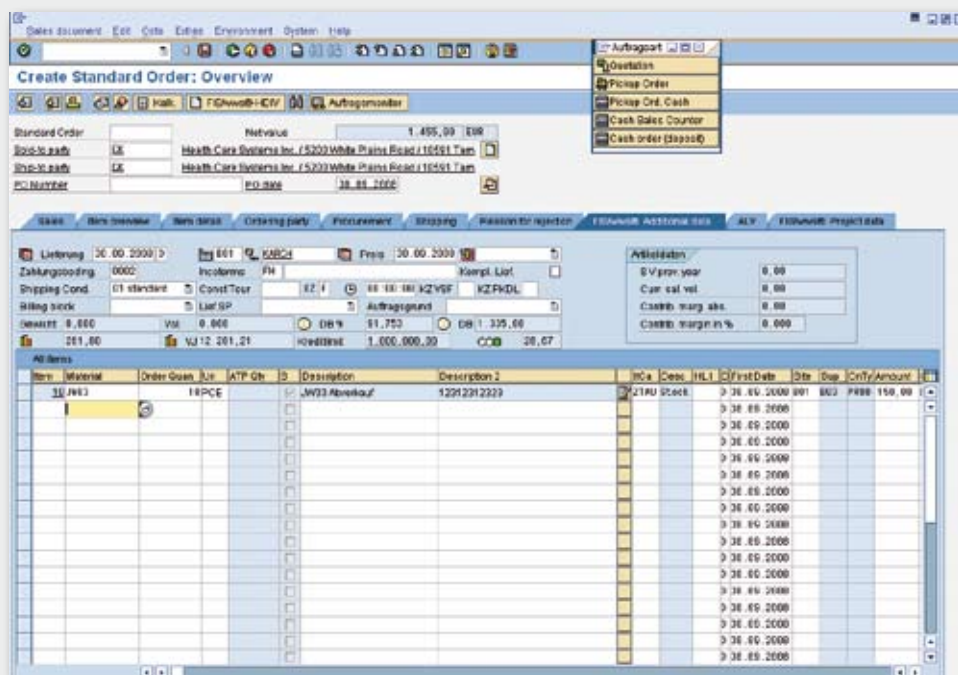
The FIS/wws® sale down functionality has been developed for a comfortable control of the sale down for special stocks from returns or of remaining stocks for articles which are normally procured exclusively via individual purchase order or stock transfer.

During the order entry, the system checks first if the article entered is available in the own stock. If this is the case, the sale will be effected ex stock. If the stock is not sufficient in the own site, the system will automatically go to the availability overview “other sites”. Here, the user can decide if the article is to be delivered or to be transferred from another site or if an individual purchase order is to be triggered.

In case of cross-site sale down, the sites in which this article is to be sold down are marked on this view. The function of the item split can also be used here.

Benefits

The user directly sees during the document entry if remaining stocks are available. Thus, the sale down functionality contributes to a reduction of the storage costs.



FIS/wws® – Sale down

FIS/wws[®] SD and Shipping

Availability Check in Case of Sales Order Stock Procurement

In the SAP standard, no ATP check takes place for items with individual purchase order, but only a purchase order scheduling. In this connection, the “confirmation date” for the customer is derived from the replenishment lead time and/or from the confirmations of the vendor. Here, the big disadvantage is that stocks are not considered in this connection. Thus, a premature goods receipt does not influence the confirmation situation in the sales order. This often leads to a delayed delivery.

Therefore, an own confirmation logic has been implemented in *FIS/wws[®]*, in which the stocks in the sales order stock are considered. In case of each goods receipt for consignment goods, the availability check relative to the respective sales order item is executed in consideration of the stock situation. If the desired date has been reached, the delivery can be created immediately. Of course, this also applies for partial deliveries. If the item is the component of a delivery group, the availability check will be executed for the complete delivery group in order to be able to prepone the delivery group date if necessary.

A special feature in this connection is the automatic adjustment of the order quantity in case of overdelivery. It can be activated depending on the material group. Thus, especially in case of bulk materials for instance, it can be assumed that overdeliveries can be forwarded to the customer.

Benefits

The delivery of individual items and delivery groups with consignment goods can be effected as fast as possible.

FIS/wws[®] SD and Shipping Route Allocation

The route describes the itinerary and the means of transport by which the goods are transported to the customer. Thus, it affects the delivery date and the costs. Therefore, it is important to already determine the correct route in the sales order. The options of the SAP standard are often not sufficient here.

The *FIS/wws*[®] route allocation offers a differentiated route determination via criteria common in trade.

As a rule, the determination is effected automatically during the sales order entry. According to the settings, it can be automatically selected via the shipping conditions, the customer master or via the postal code table. The postal code table enables a route allocation up to street and street number level.

If one of these parameters is changed, the system will ask if a new route allocation is to be effected. In special cases or if no route could be determined, the route can/has to be entered manually.

Route block

If a certain route is not driven any more on this day, it can be blocked. During the order entry, a note is then issued and the person responsible has to decide if he can wait until the route is released again or if it is a rush order, which has to be delivered otherwise.

Benefits

The determination of the correct route in the sales order saves time and costs and enables an early statement concerning the correct delivery date.

FIS/wws[®] SD and Shipping

Express Delivery Service Provider

The delivery via external service providers is often a more favorable alternative to the delivery via the own vehicle fleet.

The module *FIS/wws[®]* express delivery service provider (EDSP) helps to decide if and if so by means of which express delivery service provider the delivery can be made. Thus, the consistent use of EDSP helps to save delivery costs.

Large document volumes, frequent changes and multiple purchase orders for identical ship-to parties often make it difficult to take the right decision on the delivery type. If on one day only deliveries with e.g. low weight and volume are sent to a ship-to party, it might be reasonable to have the transport executed by an external express delivery service provider. However, as soon as these parameters change due to additional purchase orders for the same ship-to party, the delivery via own vehicle fleet might be the better choice. In this connection, double deliveries should be avoided on principle.

In *FIS/wws[®]*, a function easily operated has been developed for this problem, which determines the “express delivery service ability” via a fixed rule set on delivery creation and/or during the route planning.

Functional scope

- Only one transport to the ship-to party with the same shipping type on one day.
- A manual change of the shipping type during the route planning is possible at any time.
- Criteria for determining the express delivery service provider can be controlled via *FIS/wws[®]* Customizing tables.
- The SAP function “packing station” offers the option of connecting scales. By connecting scales to a terminal, the weight of a package can be transferred at the push of a button.
- Express delivery companies normally use automatic sorting systems. The specifications of the respective express delivery service provider should be fulfilled as to the label printing so that packages can pass these sorting systems without relabeling. Via the packing station, the respective labels can be issued for the packages.
- If an express delivery service provider has a web page for parcel-tracking, the shipment can be tracked directly from the delivery by means of the tracking number. Thus, the customer can always be given qualified information on the current delivery status.

Benefits

The constant use of *FIS/wws[®]* express delivery service providers generates cost reduction potentials. The FIS module supports this, starting with the selection of the service provider up to the delivery tracking.

FIS/wws[®] SD and Shipping

Route Planning/Freight List

The route planning, i.e. the summary of deliveries to routes, is a complex planning process. The route planning monitor has been developed in *FIS/wws*[®] to support this planning.

In order to be able to flexibly react to the permanent changes due to new or modified deliveries during the course of the day, it has been enabled to jointly process delivery documents with and without assignment to a freight list in the worklist of the *FIS/wws*[®] route planning. Thus, the route creation, the deleting and/or the reassignment of the delivery document out of and/or into an existing route is possible without any problems. For the optimum loading/unloading order, comprehensive sort options are available.

The documents selected in the route planning monitor can be summarized in different freight lists and further processed. Due to different process steps, respective statuses are updated. Via this status update, among others the deliveries/freight lists can be selected according to individual requirements.

In case of manual route compilation by means of delivery documents, a fast entry mask is additionally available as an alternative, by means of which e.g. presorted delivery documents can be comfortably and quickly entered via barcode in a freight list in the system.

The necessary shop and/or accompanying documents (freight list, bill of lading, etc.) can be printed from this application.

Benefits

With the *FIS/wws*[®] route planning, the shipping department is provided a very effective working tool, by means of which the route planning and loading can be easily and clearly controlled. Via the worklist, the shipping manager can already recognize the utilization of capacity and act prospectively. Due to the status update, the customer can be given clear information on the status of his deliveries at any time.

FIS/wws[®] SD and Shipping

Quotation and Order Monitor

Quotation monitor

In the quotation monitor, the person responsible has the option of searching quotations and FIS/wws[®] projects according to different criteria and having them displayed.

Functional scope

- Comfortable search of quotations and FIS/wws[®] projects according to a range of different criteria
- Status evaluations of the quotation documents and projects
- Option of directly going to the transaction in order to create plant inquiries
- Option of directly going to the transaction to the quotation and/or project processing from the quotation overview
- Individual integration of transactions, e.g. quotation copy or order monitor via Customizing

Order monitor

By means of the order monitor, the user can give and/or provide the customer and himself with information on the statuses of his sales activities within a very short time and at any time.

Functional scope

On the initial screen, it is controlled via a register selection which evaluation is to be called.

The following evaluations can be selected:

- Overall evaluation
- Orders
- Quotations
- Backlogs
- Contract release orders
- Rental devices
- Billing documents
- Invoice verification for purchase order goods

For a detailed selection, a multitude of header and item fields are available. Via Customizing and the use of variants, you have the option of flexibly structuring the selection as well as the definition of required entry fields.

The respective result lists offer a high information density. The realization in the ABAP list viewer enables a user-specific layout structure and you have the option of directly going to master data and documents.

Benefits

The quotation and order monitor enables a comfortable search and evaluation of quotations, orders and billing documents. Furthermore, you can directly go to further transactions such as order processing, information by phone or the returns monitor from both monitors.

FIS/wws[®] SD and Shipping Mail Functions

In order to guarantee a controlled and mainly a better information flow, diverse mail functions have been developed in *FIS/wws[®]*.

Backorders

This mail has been installed to be able to further process backlog SD documents as fast as possible. In this connection, it can additionally be determined how the mail is to be sent. A mail is either created per person responsible or per order.

Delivery note change

In case of quantity changes from the pick process confirmation and in case of delivery changes which have already been included in the freight list, a mail is sent to the sales person responsible. The person responsible can now clarify with the customer how he is to deal with the backlog items in the order.

Goods receipt for special procurement

In order to ensure that the sales person responsible is always informed as fast as possible, a mail for the purchase order inbound and/or purchase order cancellation has been created if the purchase order is account-assigned to a sales order. The mail recipient can be maintained as order taker, SD person responsible or via a partner role, which is controlled by a table.

Credit processing

If the credit limit is exceeded within the scope of the sales order processing, the responsible credit representative will receive a mail.

Negative credit limit check

During the order entry, it is possible that the customer exceeds the credit limit. By means of the negative credit limit check, the credit representative notices that the sales order is not to be delivered and possibly rejects the order. After the order has been rejected by the credit processing, a mail about the subject is sent to the SD person responsible.

Benefits

The person responsible receives an express mail with information on the changes executed in the order, the delivery or the purchase order, etc. He can execute the respective follow-up actions directly from the mail.

FIS/wws[®] Materials Management

Article Short Text Enhancement

DATANORM describes among others the interface for the exchange of article master data in the technical wholesale.

According to DATANORM, 2 x 40 digits are intended for the article description. In the SAP standard, only 1 x 40 digits are available for the article description.

Therefore, the article short text 2 has been included in *FIS/wws[®]*. In addition to the short text 1, it can be maintained in the article master, depending on the language.

Furthermore, the short text 2 has been integrated in the different applications relative to the order processing, purchase order processing and MRP.

Match Code

By means of own match codes, a search can be executed via the article short text 1 as well as via the article short text 2.

Benefits

The description customary in this industry is available to the user in the essential applications. The maintenance is effected in the same way as for short text 1.

FIS/wws® Materials Management

Article Search with Synonyms

In the standard match code application of the article search, the user has to decide if he executes the search by means of the string entry to be specified via the article short text or the article number. As a result, he receives the entries exactly matching the string.

The *FIS/wws®* function “article search with synonyms” is triggered via an own match code. On principle, the search is executed via the article short text 1 and article short text 2 (according to DATANORM) as well as the article number itself. In a table, synonyms for those articles can be maintained in advance, which the system then includes in the match code search. E.g. under the expression “bathtub”, a “tub bowl” can be found as well, if this is defined accordingly in the synonym table. If there is no entry in the table, the search will be executed via the entry search term. Different search terms and synonyms can be linked with an AND as well as with an OR operation. If the entry “blue” refers to the synonym “blue” in the synonym table and if the search is executed via “bathtub + blue”, you can also receive a “tub bowl blue” as a result. For performance reasons, the match code search with synonyms is outsourced. A regularly running program stores the article number and the short texts 1 and 2 as a text file at operating system level. The actual search from SAP is then automatically executed via this text file.

Operating systems

Currently, the complete process is available for the operating systems Unix and Windows NT.

Synonyms

Up to three synonyms for each search term can be specified in the table.

Link

Search terms and thus also the synonyms can be linked among each other.

ATP quantity

For the selected site, the ATP quantity is additionally displayed for information in the hit list.

Benefits

With the *FIS/wws®* match code search, you also receive similar, but related articles as a result. An adjustment of the article short texts in the description or the creation of a complex and, with regard to its regular maintenance, time-consuming article class system is not necessary.

FIS/wws[®] Materials Management

Workflow Purchase Order Requisition

In trade, article requirements mainly get into the system via the automatic MRP or the sales order entry. Normally, a requirements record in the latter case will only be created if no stock coverage is available for the order and an explicit procurement for requirement coverage in the sales order is displayed by the person responsible.

In the *FIS/wws*[®] system, the SD person responsible has the additional option of including purchasing details in the sales order, e.g. the procurement vendor, prices and discounts or specific texts.

All requirement records are finally transferred to the purchaser, who is responsible for the conversion into purchase orders.

At this point, queries to the SD person responsible might arise concerning the dates, the discount situation or the source of supply. Queries are necessary, can be posed by means of the *FIS/wws*[®] function and immediately transferred to the SD person responsible via a workflow. The workflow induces the creation of an SAP office mail to the SD person responsible. From the mail, he can immediately go to the sales order to make corrections or adjustments if necessary.

The SD person responsible is determined via a *FIS/wws*[®] table. If no SD person responsible is stored there, the creator of the sales order will receive a message.

Benefits

The SD and purchasing departments are often accommodated separately. Queries among each other relative to a certain business transaction take up a lot of time. Via the workflow from the processing, the information is sent directly and in electronic form to the employee responsible, who can immediately process or clarify the matter. In addition to the timesaving advantages, the correctness, the traceability and the up-to-date-ness of the data play a role, which are supported by this *FIS/wws*[®] function.

FIS/wws[®] Materials Management Cross-Site MRP

The overstock reduction is connected to a cross-site MRP and enables a fast and controlled reduction of capital tie-up in the branch warehouses.

This is effected by means of a monitoring function when processing purchase requisitions. The FIS/wws[®] function offers the option of obtaining articles via a site stock transfer at the push of a button.¹

Warehouse purchase requisitions as well as requirement records with account assignments to sales orders can be selected and included in a stock transfer process.

This applies for intra-company-code as well as for cross-company-code processes. In an MRP module, it is checked from which branches at all and in which quantity stock transfers can be executed. The function runs through comprehensive plausibility checks in dialog with the user. This guarantees the user to keep control of the automatically triggered purchase order creation.

In FIS/wws[®], the processes can be set to run fully automatically, i.e. from the purchase order creation to the deliveries from the issuing branches. For each warehouse purchase requisition, partial quantities relative to different sites can be triggered as well. In the overview screen, the quantity distribution can be executed.

Benefits

From the cross-site and cross-company-code point of view, the clear benefits are a lower capital tie-up and a faster ability to ship. The work processes relative to the stock transfer processes can be controlled and considerably simplify the processing.

¹ Here, site stands for store, branch, distribution center or plant.

Material	Description	ord. quantity	LM	date	requested by	plant	Slac	ext. grp
S E F U Pw I &	ord. quantity	LM	release date	Req.No.	Del.PLT.	MRP	Flrtp	
plant	warehouse stock	Overstock	ans.	consumption	open purchase	ON	to #1	
BRZ	textartical BRZ	4,000	PCE	D 27.09.2000		001	01	0100
M R	200	528,000		27.09.2000		001	01	001
								77,27 %
BR_1	WR13pool 0018	7,000	PCE	D 21.01.2000		001	01	2F10
M R	001	111,000,000		09.01.2000		01	01	001
		457,000		257,330				120,000 70,12 %
BR_1	WR13pool 0018	8,000	PCE	D 21.01.2000		001	01	2F10
M R	001	111,000,000		09.01.2000		01	01	001
		457,000		257,330				120,000 70,12 %
BR_1	WR13pool 0018	1,000	PCE	D 15.02.2000		001	01	2F10
M R	001	111,000,000		01.02.2000		01	01	001
		457,000		257,330				120,000 70,12 %

FIS/wws[®] – Cross-site MRP

FIS/wws[®] Materials Management

Automatic Stock Transfer

The enterprise structure in the technical wholesale is often characterized by central distribution and shipping warehouses and – regionally distributed – so-called self-service centers (SS centers) and/or stores. Certain assortments in the stores are automatically replenished (replenishment deliveries) by the distribution centers, other articles are externally procured.

Furthermore, a central purchasing department is often responsible for certain assortments, which are then distributed to the individual stores according to their requirement situation.

In the *FIS/wws[®]* stock transfer processing for storage goods, an automated supplying site determination is realized with specification of a supplying site priority. Furthermore, aspects such as the fully or semi-automated stock transfer with conversion of purchase requisitions into purchase orders as well as a stockholding indicator and availability check for supplying sites are considered. Both intra-company-code as well as cross-company-code stock transfer processes can be set.

MRP parameters

Own fields interacting with the SAP MRP data and the *FIS/wws[®]* setting menu allow for the exact control of the stock transfer processes and variants at article level.

Scheduling

The *FIS/wws[®]* stock transfer run is scheduled directly after the SAP MRP run. The requirement records generated from the SAP MRP are checked for their stock transfer options and transferred to an interface. The availability check can systematically be set against overstocks or articles to be discontinued or it can be completely deactivated.

Purchase requisition list

All purchase requisitions to be considered for a stock transfer process are marked with an own symbol in the purchaser's worklist (semi-automatic stock conversion) and can now be directly stock-transferred by the purchaser in summarized form.

Other sources of supply

In the semi-automatic setting, the stock transfer notes of the system are proposals; of course, the purchaser also has the option of assigning a vendor as a source of supply.

Benefits

The *FIS/wws[®]* stock transfer MRP offers comprehensive options of covering the versatile MRP requirements in the technical wholesale. Semi-automated as well as fully automated stock transfer processes can be set for each article. The internal logistics procurement processes and the article and value flows are optimized.

FIS/wws® Materials Management Packaging Unit Discounts

In the wholesale, it is customary to grant discounts on packaging units (Pus). If e.g. one or more pallets are ordered, a discount agreed upon for exactly this quantity will be granted by the vendor. Multiple quantities which are not integer and exceed this quantity are not considered in the discount creation.

The MRP or forecast calculation calculates requirement quantities and transfers them as purchase requisitions to the purchaser's worklist. In the conversion of the purchase requisitions or in the manual purchase order creation, the FIS/wws® functionality recognizes the packaging units for each item, calculates the total discount, integrates it in the calculation schema and informs the purchaser on the discount situation in a status column and in detail in an additional text module.

In doing so, this function considers the next higher as well as the next lower levels of the packaging units. By means of the item status, the purchaser recognizes at a glance if e.g. remaining quantities are still left from the packaging calculation. By going to the text module, the result is described in detail.

The quantity to be ordered can now be adjusted so that the discount is completely exhausted with integer, multiple quantities of the packaging units.

Master data

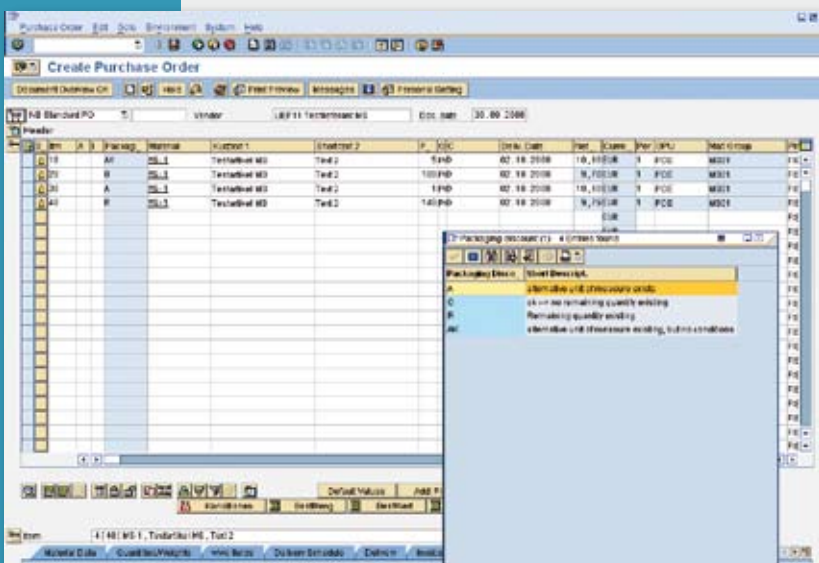
The packaging units can be freely selected and are stored as alternative units of measure in the article master. In a prepared condition, the discount situation relative to the vendor is created.

Integration

When converting the purchase requisitions into purchase orders, the packaging calculation is automatically executed for each item. The calculated result is immediately written into the SAP price calculation.

Benefits

The packaging discounts can be stored as master data in the system. The user is informed on the current discount situation of the packaging units at any time and can react accordingly. Thus, discounts are not overlooked any longer and are completely exhausted without search effort.



FIS/wws® – Packaging unit discounts

FIS/wws[®] Materials Management

Scaled Conditions

In the SAP standard, only quantity scales of the condition class “prices” (e.g. vendor gross prices) are considered during the purchase order processing. Then, a note pointing out the next higher quantity scale appears.

No information on the exhaustion of quantity- and/or value-based scale agreements of surcharges or discounts is displayed.

Via this function, any kind of scaled condition types can be checked during the purchase order processing at header as well as at item level.

Table control

In a table, the condition types which are automatically selected in the scale check at header and/or item level are defined. Depending on the document type, item category, etc., the scale check is activated.

Scale check

The scale check is triggered via a button or automatically when saving a purchase order. If there are even higher scale levels, a note will be displayed when saving, from which you can directly go to the scale agreements. On the result screen, all scale records are listed and the current scale basis is highlighted. In case of quantity-dependent scales, it is possible to adopt the marked scale quantity as purchase order quantity at item level. Thus, more favorable conditions can be exhausted. For the respective scale quantities, the range of coverage is additionally determined.

Group conditions

In case of group conditions, the group scale basis is displayed for information.

ALV list screen

The list screen for the determined scale agreements has been developed on the basis of the ABAP List Viewer (ALV). Thus, the order and the display of the columns can be flexibly set.

Selection option

In order to select higher scale agreements and thus more favorable conditions, it is reasonable to take a look at stock and/or consumption data. Via a button, you can go directly to the display of the cross-site stocks and consumption from the overview screen of the scale agreements.

Benefits

As the *FIS/wws[®]* function is integrated in the purchase order processing, there is no time-consuming search for possible scale agreements. Quantity- and value-dependent scale records are checked without restriction so that an optimum exhaustion of the scale conditions is guaranteed.

FIS/wws® Materials Management

Fast Entry of Purchase Order Confirmations

For purchase orders which have been transferred to the vendors by the purchasing department, order confirmations are normally expected from the vendor.

If these order confirmations are not processed via EDI procedure, they have to be manually entered in the system.

Especially for purchase orders with several items, this entry is very cumbersome, error-prone and time-consuming as in the standard, a repeated entry of frequently identical data (order confirmation number, confirmed date, etc.) is required for each purchase order item.

In order to avoid these disadvantages, an own transaction has been created, by means of which order confirmations can be entered fast.

Control table

Via an own table, confirmation control keys are defined, in case of which a fast entry is allowed.

Fast change

Via a button, the fast change function is activated. By means of the one-time entry of the order confirmation number, the creation date and the confirmed date, adding is possible for all items or only for the marked items. If order confirmation data have to be changed once again, they can be overwritten in the same way. Additional information such as “number of reminders”, an indicator in case of several order confirmations or prices is displayed for each item.

Purchase order confirmation

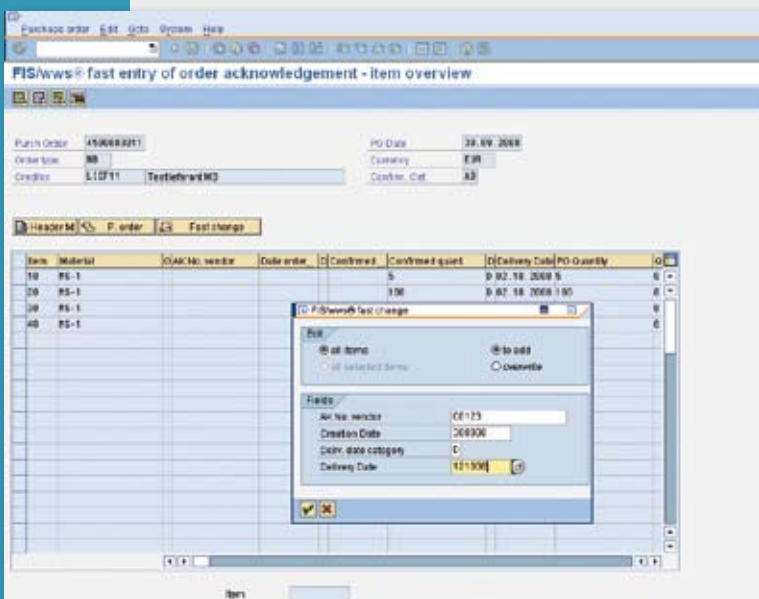
The confirmed quantity is proposed together with the quantity still to be confirmed. The purchase order quantity can be changed, except for in case of purchase order items with account assignment.

Selection options

From the fast entry, you can go to the purchase order and directly to the purchase order header texts or to the purchase order history.

Benefits

By means of the fast entry option for order confirmations, the manual maintenance effort is considerably reduced. Furthermore, the user is comprehensively informed about the confirmation situation on an overview screen.



FIS/wws® – Fast entry of purchase order confirmations

FIS/wws® Materials Management Forecast

The forecast calculation is executed to predict the storage goods required for sales as exactly as possible for the future due to their consumptions in the past.

Thus, an optimization of the warehouse stocks is possible by systematically influencing the article MRP. On the one hand, it reduces the stockholding costs and, on the other hand, ensures the customer satisfaction due to the availability of the desired articles.

Numerous models and calculation methods for the forecast are already available in the SAP standard. The FIS/wws® forecast is based on this and provides additional functionalities, which further optimize the calculations for the requirements of the technical wholesale.

Especially due to one-time, unplanned consumptions, forecast values can be unintentionally falsified by projecting them on the future by means of the standard forecast procedures.

Consumption peak restriction

In order to avoid falsifications of the forecast result during the consumption process caused by outliers or the object businesses typical of the wholesale, the consumption values of the articles will automatically be checked before the monthly forecast and restricted to this value if a percentage rate of the total average consumption, which can be set, is exceeded.

Forecast run

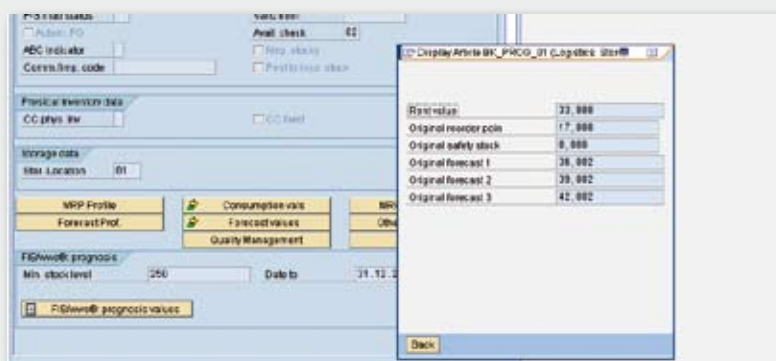
In order to avoid that the forecast displays too high values, a forecast value restriction will additionally be executed if the calculated forecast value exceeds the consumption restriction value.

Additional fields

The minimum reorder point with validity date in the article master record is primarily used in case of initial data creations. The manual specification replaces the forecast result in case of shortfall and gives the user security when converting the procurement transactions.

Benefits

By means of the FIS/wws® restriction algorithms, reliable forecast values are calculated and too high a warehouse level is consistently avoided. Stockholding costs are reduced and by means of reliable forecast values, the conversion processes of the procurement processes can be quickly executed by the purchaser.



FIS/wws® – Forecast

FIS/wws® Materials Management Returns Monitor

It belongs to the daily business of wholesale enterprises to take back articles from customers. If possible, the articles are sent back to the external vendor. The reasons for this can be lacks of quality, incorrect deliveries, etc.

In order to be able to handle and control these returns in a better way, a returns monitor (own FIS/wws® transaction) with document trace has been integrated in FIS/wws® as in the SAP standard system, the further processing of returns in retailing and/or inventory management is only possible anonymously, i.e. without reference to the SD processes.¹

In order to provide the customer with clear and fast information on the status of his returns, it is indispensable to be able to call all logistics interstations fast and safely. Monitoring, i.e. displaying the current processing status (e.g. which credit notes have already been granted or why has this returns process been initiated at all), therefore belongs to the main tasks of a modern returns processing. Of course, the processing of warehouse returns is also supported by means of the returns monitor, just like in case of the customer returns.

Worklist

Each returns process in sales and distribution (SD) automatically appears in the worklist of the returns monitor.

Processing

All transactions relative to the returns processing can be processed directly from the monitor.

Symbols

Via graphic symbols, the person responsible is displayed all options of further processing.

Status

Comprehensive status information on the processing status enables an exact statement at any time.

Interface

The user can select and compile the columns himself. The colors can also be selected, by means of which the clarity is further increased.

Warehouse

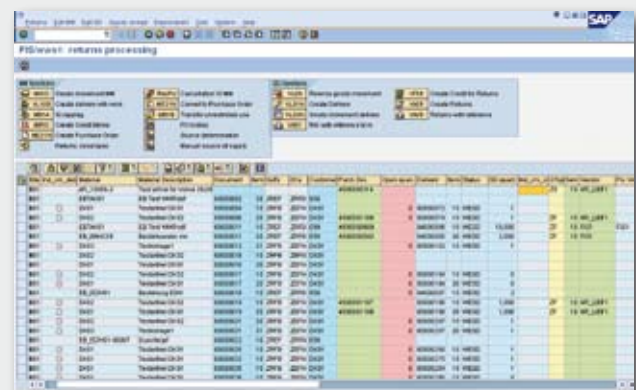
The customer returns as well as the return deliveries from the own warehouse can be monitored via the returns monitor.

Credit note

Credit notes are displayed by means of a symbol in the returns monitor after creation.

Benefits

By means of the cross-process monitoring function, a status tracking of all documents is possible at any time and without gaps. The documents can directly be viewed and must not be called via the time-consuming standard transaction. Credit notes of any kind are immediately visible as graphic symbols.



FIS/wws® – Returns monitor

¹ up to EHP 3 (including)

FIS/wws® Materials Management

Warehouse Management for Merchants

For sales order stocks, a fixed-bin-organized warehouse management is often required as the consignments are stored in separate storage bins and have to be traceable there as well.

In terms of handling, the SAP WM Warehouse Management is considered too complex in this connection. An easy solution is to guarantee to store the articles (also unlisted articles or special articles not subject to inventory management) on goods receipt by entering a storage bin and to quickly find them again later on goods issue in the respective bin.

The FIS/wws® function "Warehouse Management for merchants" enables the management of reservation storage bins for the customer consignments and, furthermore, the management of so-called reference storage bins for articles kept in stock, which cannot be stored in the main storage bin for different reasons, according to the article master.

Storage goods

In case of storage articles, the system automatically selects the storage bin from the article master and offers it on goods receipt. Furthermore, there is the option of going to the storage bin maintenance and post the goods to a reference storage bin differing from the main storage bin.

Reservation goods

In case of customer consignments, one or several FIS/wws® storage bins are assigned. Here, the customer consignment can be found until the delivery to the customer. The maintenance of the storage bins is also possible here on goods receipt.

Setting options

Comprehensive Customizing settings in the FIS/wws® menu guarantee an individual

adjustment to the logistics processes, e.g. for which transactions and movement types a FIS/wws® storage bin management is allowed.

Inventory management

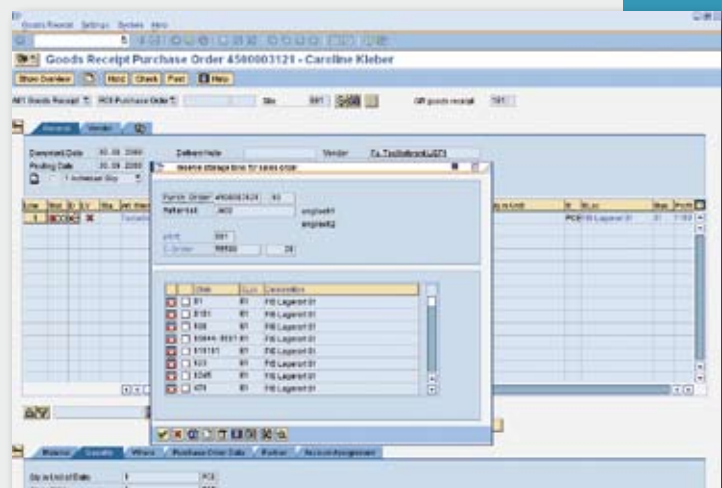
The actual SAP inventory management of the customer consignments and the warehouse capacities takes place at storage location level. In doing so, the reservation storage bins are assigned to the storage location.

Management and monitoring functions

Stock and bin status report, maintenance, deletion and/or transfer posting processes, matching tools and reorganization options can be executed from the FIS/wws® menu.

Benefits

The user is provided with a very easily operated functionality of non-random storage bin management, which has been developed according to the requirements of the technical wholesale. The implementation of other, more complex warehouse management systems as to the posting and processing effort is not necessary.



FIS/wws® – Warehouse Management for merchants

FIS/wws® Cross-Standard Features

DATANORM (from the vendor)

The FIS/wws® additional module enables to transfer the data of vendors in the DATANORM format and thus to simplify the maintenance of article masters, purchasing info records, source lists, texts and purchase conditions. After importing the DATANORM files, the data are made available in different processing pools. In an own user interface, initial data creations, changes and deletions can then be processed relative to each pool.

The data maintenance of articles is effected in the three views “Purchasing”, “SD” and “Warehouse/logistics“. In each view, the data required for the initial data creation of the article master data are added. By means of default values, data transfer from reference articles and “fast change” of several articles at the same time, the maintenance is simplified.

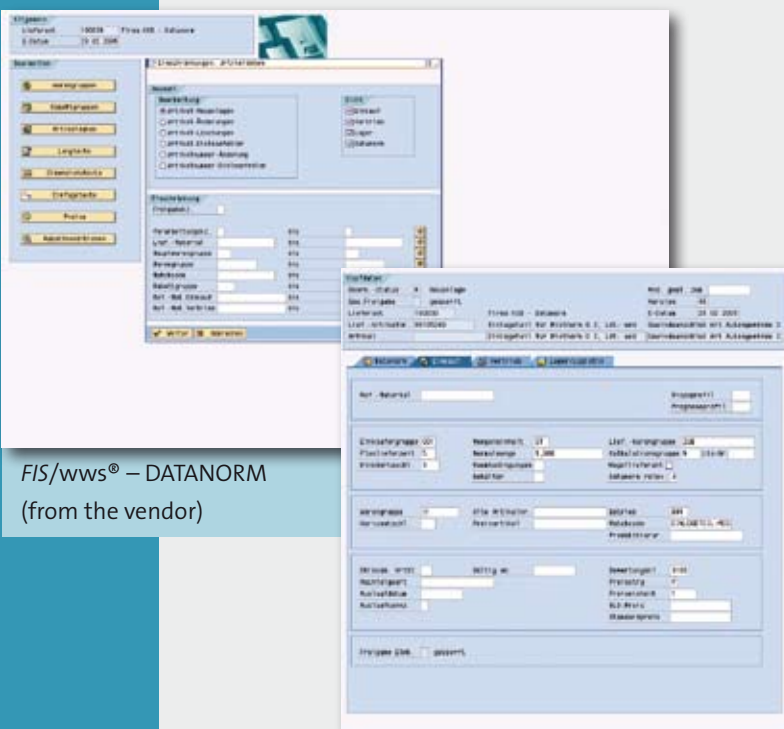
Processed data records are subsequently released. Respective jobs assume the initial data creation and/or change of the master data.

Importing of DATANORM Version 4.0

- Article data (A-/B-record)
- Dimension text (D-record)
- Insert text (E-record)
- Long text (T-record)
- Price change (P-record)
- Material groups (S-record)
- Discount groups (R-record)
- Exclusion of article data when importing via vendor material groups
- Short info relative to the imported dataset and processing progress
- Easy maintenance for initial data creations by means of default values, data transfer from reference articles and “fast change” of several articles at the same time
- Generation of exploded dimension texts as basic data or SD text from text modules
- Creation and change of article master records, purchasing info records and source list entries
- Optionally automatic article number assignment from an external number range
- Creation of purchase conditions, optionally also sales conditions
- Creation of long, insert and dimension texts as SAP text objects. Thus, the texts can also be used in SD documents (e.g. quotation texts relative to the article)

Benefits

FIS/wws® vendor DATANORM enables the time-saving transfer of article data, price information and vendor texts into the master data for business processes in the area of purchasing and SD.



FIS/wws® – DATANORM
(from the vendor)

FIS/wws® Cross-Standard Features

GAEB

Especially in the construction industry, the data exchange increasingly takes place in the GAEB format (GAEB = Joint Committee of Electronics in the Construction Industry).

Example: The planner (architect), the executor (craftsman) and trade (or industry) are involved in a project.

A whole range of different documents and data are exchanged among the persons involved

- Service specifications
- Request for quotation
- Quotation
- Order, etc.

For these documents and/or phases of the data exchange, there are firmly-defined data records according to the GAEB prescription.

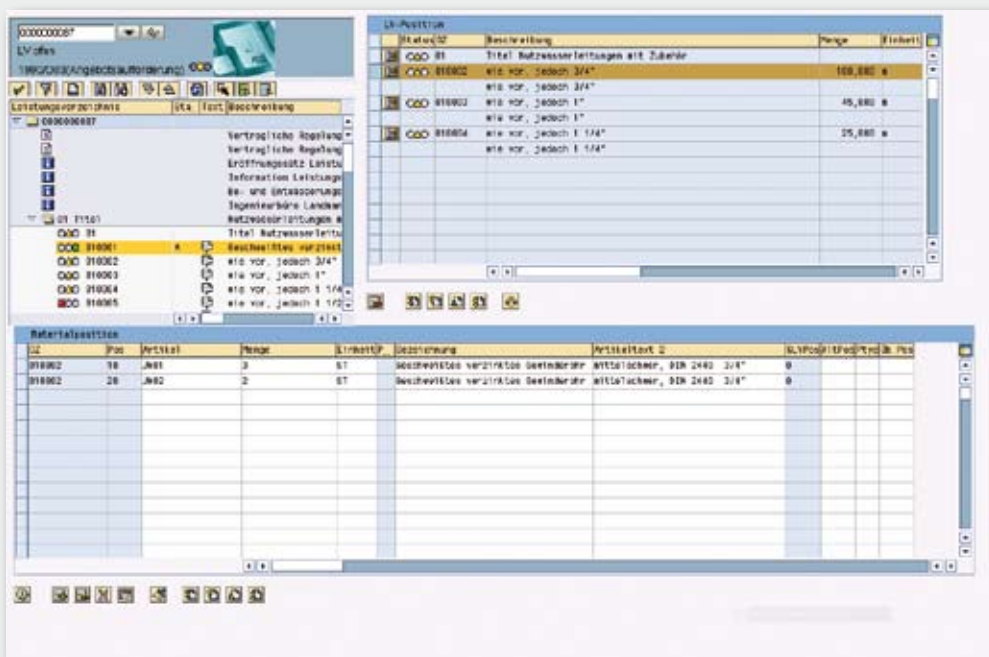
The FIS/wws® functionality supports the following formats

GAEB inbound

- GAEB90 D83 (Request for quotation)
- GAEB2000 D83 (Request for quotation)
- GAEB2000 D93 (Price inquiry)
- GAEB2000 D96 (Purchase order)
- GAEB2000 XML D93 (Price inquiry)
- GAEB2000 XML D96 (Purchase order)

GAEB outbound

- GAEB90 D81 (Service description)
- GAEB90 D83 (Request for quotation)
- GAEB90 D84 (Submission of quotation)
- GAEB2000 D94 (Price quotation)
- GAEB2000 D97 (Order confirmation)
- GAEB2000 XML D94 (Price quotation)
- GAEB2000 XML D97 (Order confirmation)



FIS/wws® – GAEB

FIS/wws[®] Cross-Standard Feature ÖNORM (Inbound)

The ÖNORM B 2063 regulates the creation of service specifications in the area of tender, quotation and award of construction works in consideration of automation-supported procedures with data medium exchange. These individual rule sets are created by means of the “Österreichische Normungsinstitut (ON)” (= Austrian Standardization Institute).

Example

The planner (architect), the executor (craftsman) and trade (or industry) are involved in a project. A whole range of different documents and data are exchanged among the persons involved such as service specifications or quotations.

For these documents and/or phases of the data exchange, there are firmly-defined data records according to ÖNORM.

Functional scope

The service specifications are transferred into the SAP system in automated form and are completed. After processing, the respective SD documents (quotations) can be created automatically.

Import service specifications (SS)

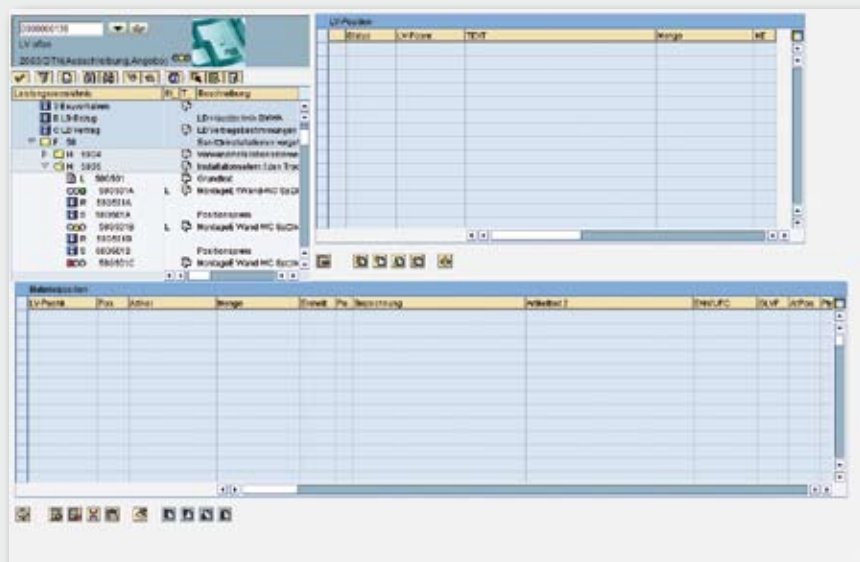
Electronically received ÖNORM files (e.g. e-mail) can easily be imported. In doing so, the logging enables the optimum monitoring of the import process.

Process service specifications (SS)

The service specifications are displayed in hierarchic form and can comfortably be processed; this means that the user assigns material numbers to the service specification items. The user immediately recognizes which SS items have not yet been processed, which ones are in process, have been completely processed and/or have already been converted into SD documents. A detailed lock logic allows the processing by several users at the same time.

Create sales documents

Certain SS items or the complete SS can systematically be converted into a sales document.



FIS/wws[®] Cross-Standard Features

FIS/mpm[®]

FIS/mpm[®] (mpm = Material & Price Management) is an add-on to the SAP ERP or SAP Retail System, which can be used to create and/or maintain master data quickly and without much effort.

As an integrated solution, *FIS/mpm[®]* is available in an SAP ERP or Retail System or can be configured as a central master data system with distribution to the connected SAP systems. *FIS/mpm[®]* is available from Release SAP ERP 2004 onwards.

The modularly structured FIS product is fully integrated into the SAP environment and offers a comfortable processing option for article, customer and vendor master data as well as prices and/or conditions with its modules.

Functional scope

Module – data transfer tool

With the data transfer tool, article master data and purchasing info record data as well as prices and conditions can be imported from different sources (e.g. xls or csv files) and processed as SAP data records. The creation of the import files can be individually adjusted to customer requests by means of flexible settings. Thus, it is ensured that users without SAP knowledge can use the tool as well.

Module – master data maintenance tool

This module includes a master data maintenance via MS Excel as well as a data maintenance integrated into the SAP ERP environment. During the MS Excel master data maintenance, SAP master data are extracted to MS Excel, further processed there and afterwards updated directly in SAP ERP. In the integrated master data maintenance version, worklists from the SAP database are created for processing them in *FIS/mpm[®]*. A comfortable user interface is ensured by the maintenance of user-specific layouts. Furthermore, comprehensive maintenance functions and fast changes are available. Thus, the maintenance effort is considerably reduced. After release of the processed records, the master data are processed in SAP ERP.

Module – article fast entry

On one maintenance screen, all relevant article data can be created in the dialog. The user defines which data are required. By means of the flexible definition of default data, the maintenance effort can be further reduced. Via subsequent functions, a purchasing info record, a source list entry and also a purchase and/or sales price can be maintained immediately.

Module – price maintenance tool

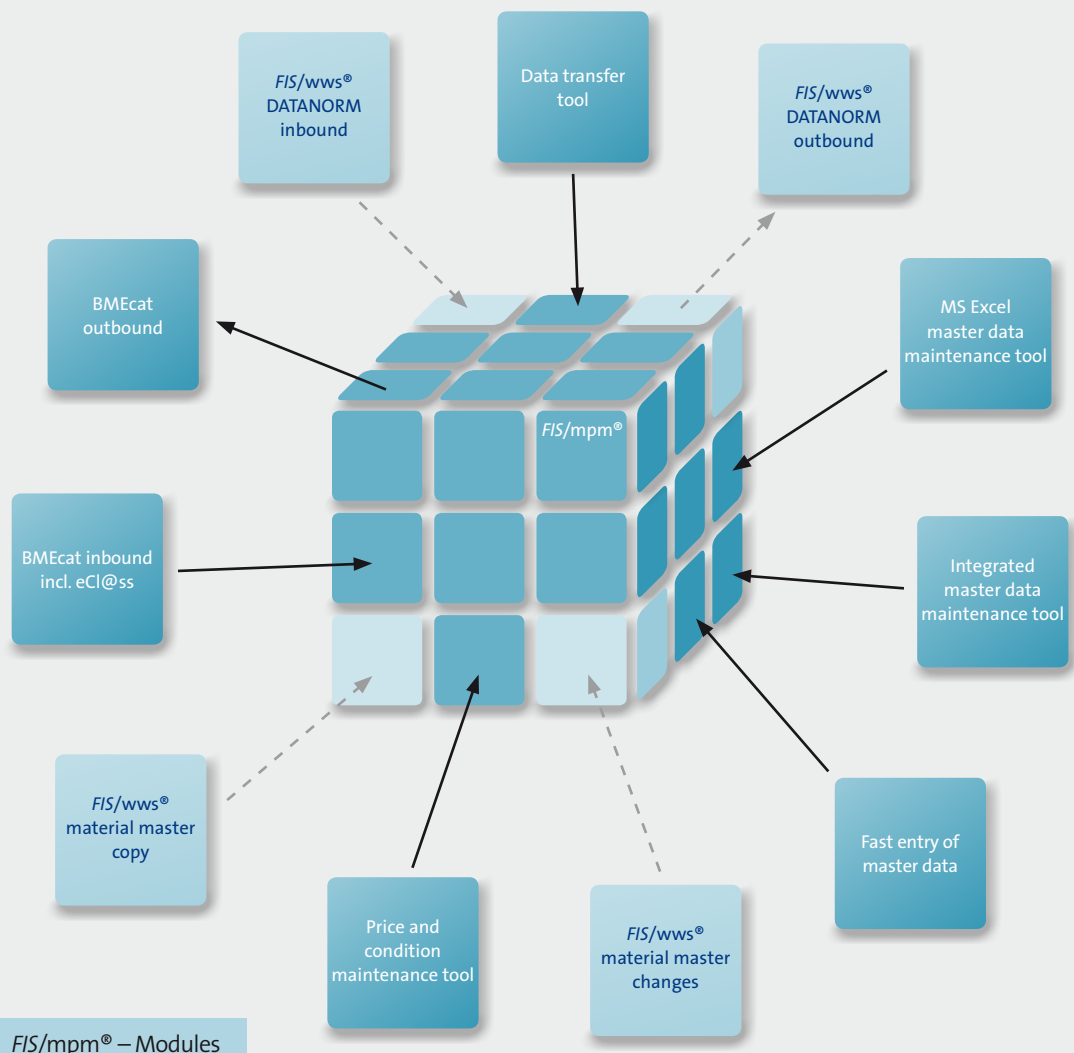
By means of this tool, conditions (prices, discounts, surcharges etc.) can be quickly and flexibly created and maintained for the area of purchasing as well as sales.

Modules – BMEcat inbound incl. eCI@ss and BMEcat outbound

The standard developed by the “Bundesverband für Materialwirtschaft“ und Einkauf (“BME“ / “Federal Association of Materials Management and Purchasing“) supports the exchange of electronic product catalogs between customers and vendors and is mapped in *FIS/mpm[®]*.

Innovative product characteristics at a glance

- Tailored to the demands and requirements in the technical wholesale
- Full integration into SAP at ERP as well as at retail level
- Separated data retention in own tables, independent from the operative business (FIS shadow database)
- Considerable effort reduction in the creation and/or maintenance of master data and prices/conditions
- Improved and more current data quality as well as lower error rate by means of standardized inbound interfaces
- Prevention of redundant data by means of duplicate checks
- Central administration of master data including multimedia-based data
- Use of the FIS shadow database for logistics processes
- Modular structure with acquisition of individual modules



FIS/wws[®] Cross-Standard Features

FIS/edc[®]

FIS/edc[®] is a fully SAP ERP-integrated and modularly structured application for comfortably processing scanned documents and EDI messages. The solution is used by medium-sized businesses as well as major international customers and can be installed all over the world. The software can display and process different inbound formats and document categories in uniform manner in the respective overview monitors: Purchase orders, order confirmations, shipping notifications, travel expenses, contracts and, of course, the incoming mail in general, which has to be classified and distributed to the persons responsible – with SAP reference or without.

Advantages of *FIS/edc[®]*

- Scanning, recognizing, conversion and processing in SAP – one-stop and from one provider
- If desired: Integration of a scan and recognition solution with high recognition quality and reading of item data
- Match of item data in *FIS/edc[®]* (differences are determined automatically)
- Full SAP integration
- Modification-free and SAP-certified
- Any kind of archives can be integrated or implementation is also possible without archive

- Approval procedures and workflows available as comfortable web solution (for SAP and non-SAP users)
- Solution internationally in use (USA, Europe, India)
- Full flexibility for processing any kind of documents and EDI data up to the incoming mail
- Integration of any kind of signature procedures
- Low-cost implementation for small to medium volumes

***FIS/edc[®]* comprises the two main function blocks**

- *FIS/edc[®]* invoice monitor/document monitor for comfortably processing OCR-scanned incoming invoices and any kind of documents
- *FIS/edc[®]* EDI monitor for efficiently processing inbound EDI messages and/or documents

FIS/edc® invoice monitor

- Automatic posting of invoices, possible with and without PO reference
- Full integration into the SAP system with handling of all standard tables
- Item matching in the IDoc conversion (the monitor even offers invoice items not included in the PO for processing)
- Integrated mail and approval procedure with full history and based on available email systems
- Comfortable post-processing options in split-screen procedure with direct access to the scanned invoice (TIFF format)
- Modern processing tools like Drag&Drop for matching items, quantities and values
- Filter for critical, cash-discount based deadlines
- Direct correction options of the quantity and value fields
- Status management with traffic light symbols
- Specific assignment of the worklist to named users
- Visualization of EDI messages as forms
- Evaluations of any kind
- Logging of all user actions and processes

For any kind of further document types, the *FIS/edc*® document monitor is available. Here, any kind of document types can be scanned, classified if necessary and automatically appended to the respective SAP object.

FIS/edc® EDI monitor

The technically oriented display of EDI documents of the IDoc (Intermediate Document) is enhanced by a user-friendly display. For processing, the same functions as in the *FIS/edc*® OCR monitor are available.

Our Products

- **FIS/wws[®]**
Retailing for the technical wholesale
- **FIS/xee[®]**
XML engine and edi for SAP ERP
- **FIS/edc[®]**
Automated incoming invoice processing and further processing in SAP ERP
- **FIS/eSales[®]**
The shop for Internet distribution
- **FIS/mpm[®]**
Material & Price Management
- **FIS/hrd[®]**
Safe testing in the area of Human Capital Management
and revision-proof development of Customizing
- **FIS/oss[®]**
Online support system for the application support
- **FIS/kis[®]**
Customer Information System
- **FIS/intcom[®]**
Linkage software for third-party systems



FIS, FIS/wws[®], FIS/xee[®], FIS/edc[®], FIS/eSales[®], FIS/mpm[®], FIS/hrd[®], FIS/oss[®], FIS/kis[®] and FIS/intcom[®] are registered trademarks of FIS GmbH, Grafenrheinfeld. All other products are registered or not registered trademarks of the respective companies.

FIS GmbH

FIS Informationssysteme and Consulting GmbH (FIS) is an independent company with currently approx. 300 employees focusing on SAP projects. We develop separate solutions completing SAP standard software products in a meaningful way and completely covering the core requirements of the technical wholesale by means of industry-specific function packages. However, they can also play an essential role in other SAP user companies in the application environment.

Being a Service House for the technical wholesale, FIS is the ideal partner for the planning of systems, their infrastructure and implementation up to the support after going live. All software systems and tools offered by SAP are consulted, supported and licensed by FIS GmbH.

FIS is SAP system house with “Gold” status, representing the top-level partner form of SAP AG.

An efficient method and QM concept ensures the consultation quality of the projects.

FIS is one of the few consulting companies being DIN EN ISO 9001 certified.

On January 01, 2001, FIS founded its first subsidiary, FIS-ASP Application Service Providing und IT-Outsourcing GmbH (FIS-ASP). FIS-ASP is a service company for Application Hosting, Outsourcing as well as Out-tasking of SAP systems for industry, trade and service companies.

FIS together with its subsidiary FIS-ASP is one of the very few Full Service providers for SAP applications.

The branch office “Rhein-Main” in Offenbach, opened on July 01, 2005, focuses on document reading and document management.

On April 01, 2007, the second FIS branch office opened in Stuttgart-Leonberg. Skilled employees offer competent consulting and demanding services around SAP for medium-sized businesses. The core business of this branch office focuses on “Template” projects based on the FIS industry solution for the technical wholesale.

On January 01, 2008, the branch office in the USA started its business activities. The subsidiary “FIS Information Systems Inc.” is based in Tarrytown, New York, approx. 50 km to the north of New York City. First of all, document management solutions and master data projects are to promote the business.

On June 03, 2008, FIS took over SST “Software Solutions Team Sp. z o.o.”, based in Gliwice, Upper Silesia/Poland. Thus, FIS has a subsidiary for the region of Poland – Hungary – Czech Republic – Slovakia. The company employs highly qualified personnel (IT specialists/engineers) and is active in the fields of SAP, Java and .NET.



Headquarters of FIS, Grafenrheinfeld



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