SOLUTION FOR PURCHASE REQUISITIONS

CRAEMER

Challenge:
» Digital creation and processing of purchase requisitions in SAP

Solution:
» Introduction of AFI Purchase in purchasing with connection of online supplier catalogues

Benefits:
» Full transparency of all purchase requisitions received
» One entry channel for all types of purchase requisitions
» Great time savings
» Simple, transparent transfer of work
» Information is provided more quickly

AFI
SOLUTIONS

Digital submission and transparent processing of purchase requisitions

As a specialist for metal forming, plastics processing and toolmaking, Craemer Group develops, designs and manufactures sophisticated metal formed parts, mainly for the automotive industry. The main focus of plastics processing is on the development, production and marketing of pallets, storage and transport containers as well as large waste containers.

A strong and organized purchasing department is essential for the internationally active corporate group to keep things running smoothly. The warehouses must be replenished and spare parts for the machines need to be available. If production comes to a standstill that can get expensive.

The purchasing department bears a great deal of responsibility in this respect:

it is therefore all the more important that the procurement processes run optimally and as efficiently as possible.

This is why Craemer has evaluated the extent to which digital process solutions around SAP provide benefits at its German headquarters and digitization completely works out: studies have shown that in the purchase-to-pay process alone, an electronically supported purchase requisition, its verification and approval is three times faster and costs four times less than without digital process support.

Enormous time savings in the procurement process

Craemer took action and decided to digitize its purchase requisitions in SAP with AFI Solutions. After the IT de-

partment presented the AFI solution for the digital procurement process in SAP to the purchasing department, the purchasers were quickly convinced as Malte Aussieker, purchaser at Craemer, recounts:

"It was very important to us to acquire software that creates added value and is not simply a new cost object. We finally realized that in our business the old-fashioned – in other words – the paper-based model is a real time waster. With AFI Purchase, we have taken the procurement process to a new digital level and are now benefiting from enormous time savings."

The digital purchase requisition saves many ways

In the past, purchase requisitions reached the purchasing department in many ways: for the most part, the purchase requisition form was printed out or the requirements were communicated directly by e-mail, phone or on demand.

Apart from the lack of transparency, this was also a major coordinative effort for the employees as Malte Aussieker remembers:

"I had to handle the stack of paper on my desk and at the same time I had to keep an eye on the incoming e-mails – not to forget the handwritten slips of paper on which telephone requests were noted. Keeping track of this was a big and very time-consuming challenge."

Malte Aussieker, Purchaser Craemer

One central entry channel for all purchase requisitions

Today the situation in the purchasing department at Craemer Group's headquarters is different and there is great enthusiasm:

"A tool that consolidates the purchase requisitions in one entry channel is worth its weight in gold. I can see my current requirements at a glance and can conveniently process them directly in SAP, but there is more to it than that – In the AFI Monitor I can get an overview with just a few clicks, for example, during vacation replacements or

when my coworkers are not in the office. The Monitor provides information on what is outstanding, what is ordered and what is taken care of. This is a major simplification in my daily work. The days of complicated handovers and a lot of paper printouts are over", says Malte Aussieker.

In addition, transparency also proves to be the best companion in times of crisis as the purchaser points out:

"In general, the transparency gained is one of the biggest benefits as has also been demonstrated in the global pandemic crisis. Many coworkers were not always on site five days a week because they were working from home or on short time but that is no longer a problem for us today. Due to the AFI tool, we can keep track of the situation and track the processing status of a purchase requisition at any time in order to provide information accordingly."

Transparency for requesters in the creation of requirements

But not only the employees in purchasing benefit from the transparency – the AFI tool also pays off for requesters: they enter the requirements conveniently and centrally via the web interface of the AFI solution.

A large part of the purchase requisitions are entered via free text but it is also possible to order directly from catalogues. For this purpose, two different types of catalogues were connected to the solution. On the one hand, a larger online platform for suppliers and on the other hand, the online catalogue of the main supplier: this is where a warehouse employee can directly enter the supplier's

online shop for example and assemble a shopping cart. The new tool takes over the data and the employee can complete his purchase requisition. Even though not all employees are working with the new procurement solution up to now, working in purchasing has changed with the digital SAP add-on as Malte Aussieker explains:

"In purchasing, we are aware that there is an exception to every rule which means that some requirements will still come in the classical way. This mainly concerns very urgent orders where the requesters need help quickly but yet we are already noticing that they also benefit greatly from the new tool. They can finally easily track whether an order has been generated or not. In the future, it will even be possible to see whether the goods have already arrived."

Electronic approval process in the next step

In the first step of the introduction, Craemer had decided not to install approval workflows due to the flat hierarchies in the company, particularly in view of the fact that the purchasing department always has a professional and experienced view of the purchase requisitions. However, departments have expressed the wish for an electronic approval process in the meantime.

All department heads can proactively screen the ordered departmental requirements but in future it is planned that digital workflows actively inform the department heads and obtain approvals.

Conclusion: full transparency and time investment in the company

Craemer's purchasing department currently processes about 500 requirements per month. There is now a standardized purchase requisition which finds its way to the purchasing department via AFI Purchase. Malte Aussieker points out:

"We have never written orders as quickly as we do currently with AFI Purchase. Today we just work faster than before."

The purchasing department invests the new gain in time in tasks that used to attract less attention, concludes Malte Aussieker:

"The days we spent a large part of our working hours typing out data from some slips of paper and forms are over. Due to the AFI software, I can now take the time to make comprehensive price comparisons and tackle projects that would otherwise go unnoticed or simply keep appointments with suppliers."

Based on the positive experience with the digitization of purchase requisitions in SAP, Craemer would like to further optimize and plans to introduce the AFI SAP add-on for the digital processing of outgoing orders.

Craemer Group is an internationally active family business with core businesses in metal forming, plastics processing and toolmaking. The parent company is Craemer GmbH, founded in 1912 in the East-Westphalian town of Herzebrock-Clarholz. In 2019, the group had about 1,000 employees and a total output of about 290 million euros.

www.craemer.com

AFI Solutions GmbH is a leading solution provider for the digitization and optimization of document processes around SAP. The solutions cover the entire purchase-to-pay and order-to-cash process.

AFI is the only software manufacturer on the market that offers everything from a single source: With the RedPaperCenter as a managed service, companies can easily outsource the digitization of a wide variety of paper documents. In process optimization, AFI scores with SAP-integrated software solutions. The cloud-based DocumentHub as software as a service (= SaaS) completes the unique product portfolio.

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