WIELAND-WERKE SAVES 80 WORKDAYS PER YEAR:

DOCUMENT PROCESSES ARE EFFICIENTLY OPTIMIZED WITH AFI ORDER

Wieland–Werke AG

Challenge:
» No system integration and many manual tasks prone to errors – particularly during order entry and material search

Solution:
» Implementation of the AFI Order add-on in the existing SAP system for efficient optimization of document processes

Benefits:
» Smart search and automatic material entry
» Time savings of around 80 workdays per year
» Significant reduction of the error rate

AFI
SOLUTIONS

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Those who embrace digitization at an early stage not only secure their competitiveness but also their future. The Wieland Group is a prime example: founded in 1820 as an art and bell foundry, the company has become a leading global specialist in copper and copper alloys over the centuries. An in-house digitization department ensures that the company is always at the forefront of technology and can continuously improve its efficiency. A key component of this digitization strategy is the optimization of document processes. Due to the SAP add-on AFI Order, printing and rescanning of incoming sales orders is outdated. In this interview, Siegfried Geier (SAP PLM Project Manager) and Waldemar Honstein (Manager Customer Service Rolled Products) explain why Wieland-Werke AG opted for the AFI Order solution. You will also learn about the advantages of such a transition.

The Wieland Group was looking for a new solution for the digital processing of all incoming sales orders. How did that come about?

Siegfried Geier: "The collaboration with another company allowed us to discover a tool that digitally processes sales orders. Our internal department for digitization projects took notice and looked into it. It quickly became clear that there was room for improvement in this area: manual tasks needed to be reduced. These included order entry and searching for material masters."

How and with what were incoming sales orders processed previously?

Waldemar Honstein: "Processing was paper-based. Before the SAP add-on AFI Order was introduced, incoming sales orders were printed out and entered into the SAP system. Our staff then applied a barcode to the document and scanned it back in. There were a lot of manual tasks that really needed to be optimized."

How did you come to choose the AFI solution?

Siegfried Geier: "First of all, it was the price-performance ratio. Our previous comparison with other providers and products clearly showed that AFI's quotation couldn't be beaten. We were impressed by the fact that users can work entirely in SAP and no subsystems are required. We were also excited about the fact that documents can be trained directly, which has a positive effect on recognition. That was really important to us."

**How many sales orders do you process at the Wieland Group?**

Waldemar Honstein: "The department that first rolled out AFI Order processes 14,000 orders per year. We are currently integrating the product into the seventh sales division where we are already talking about 25,000 to 30,000 sales orders in total. However, this is also the division with the most orders."

Were there any other requirements you had for the solution or the new processes?

Siegfried Geier: "Our main focus was on digitization and simplified information gathering. In other words, a certain degree of adaptability. The presentation by AFI Solutions highlighted many of the options provided by the SAP add-on AFI Order. That's what convinced us."

Which improvements have you noticed in your daily work with AFI Order?

Waldemar Honstein: "The most important benefit is recognition within the document and the fact that the system provides the relevant data: in other words, all information relevant
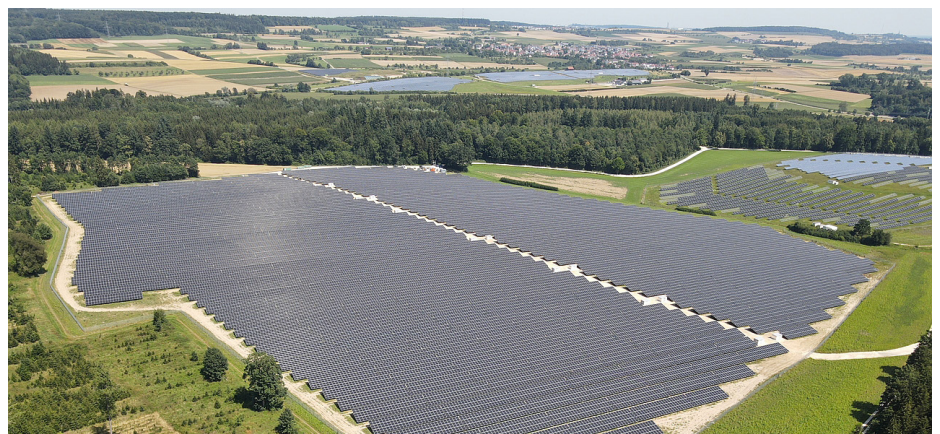
to the order, such as customer data, item data, and so forth. Simplifying data entry was key. In addition, we now have more time for customer service, which adds significant value."

Can you give specific examples of the tasks or areas where you have seen the greatest benefits?

Siegfried Geier: "Certainly in terms of entering and searching for the right material. You can search according to specific criteria and filter the data in advance. This means that AFI Order provides far more efficient options than we previously had directly in the SAP client."

Can you put a number on the measurable savings achieved with the solution?

Waldemar Honstein: "First of all, there is of course a qualitative advantage that cannot be quantified – for example, the avoidance of incorrect entries. In concrete terms, we were able to measure savings of three minutes per purchase order or sales order. This amounts to around 80 workdays per year."

How would you describe the main benefit of the solution for your department?

Siegfried Geier: "AFI Order significantly reduces the error rate during data entry. It ensures that the right materials are selected. In addition, a function has been integrated that accesses our price lists in the CRM system, as these are not stored in the SAP system. There is a direct link to Sharepoint, so that all information relevant to the order is available directly in the input mask."

What are the benefits you see for the entire company?

Waldemar Honstein: "A clear advantage is the advancement of digitization within the company. People no longer work with paper. Even lengthy work processes are simplified when using AFI Order. The order can be continuously processed until it is finally posted in the SAP system. It is possible to add comments which is convenient because others can continue processing. Another major advantage is the user interface, which enables efficient

order processing right from the start."

Were any company-specific adjustments made when the solution was introduced, and if so, which ones?

Siegfried Geier: "One company-specific adjustment affected the determination of the delivery date. Normally, the delivery date is stated on the purchase order, but we calculate it using a specific formula which needed to be adjusted. We also optimized the search for customer materials."

What are your personal highlights of the solution in your daily work?

Waldemar Honstein: "The trainability of the documents is a big plus. If something doesn't work properly, we can have AFI Solutions make adjustments for specific customers or documents. Another highlight is the reduced search effort. The material master and other important information are directly available, so we don't have to search for customer numbers or similar data again."

" WE ARE SAVING 3 MINUTES PER PURCHASE ORDER WHICH AMOUNTS TO ABOUT 80 WORKDAYS PER YEAR."

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The Wieland Group is a leading global specialist in copper and copper alloys with over 80 locations worldwide. The company develops sustainable and innovative solutions for global challenges such as climate change, digitization, and resource conservation.

The focus is on customized components for future technologies in areas such as e-mobility, energy, and data transmission, as well as refrigeration and air conditioning technology. In addition to copper, metals such as aluminum, titanium, and various steels are also employed. With over 200 years of experience and a deep understanding of materials, the highest standards of quality and innovation are met.

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AFI SOLUTIONS

AFI Solutions – part of the SER Group – specializes in SAP-integrated solutions for document automation in purchase-to-pay and order-to-cash processes. AFI Solutions' add-ons integrate seamlessly into SAP, automate manual processes, and increase efficiency.

With more than 100 SAP experts, the Stuttgart-based company serves a global customer portfolio of renowned brands such as Eli Lilly, Metabo, and ING-Diba.

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