



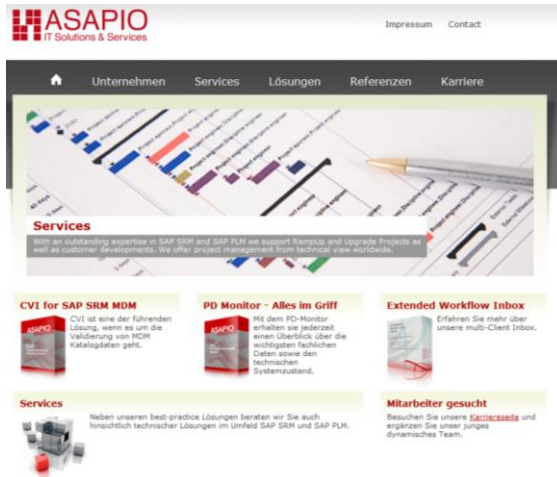
**ASAPIO GMBH & Co. KG**

Company Presentation



- ASAPIO Summary
- ASAPIO Expertise
- ASAPIO – SAP Co-operation
- ASAPIO Solutions
- ASAPIO References
- ASAPIO Contact

# SUMMARY



## Organization

- Founded in 2003 by former SAP consulting managers and senior consultants
- Based in Munich Technology Center (MTZ)
- Further Offices in Heidelberg, Stuttgart, Hamburg and Voronesh (RU)

## Strategic Focus

- Consulting and Development for
  - SAP® SRM, SAP® Purchasing Solutions
  - SAP® Cloud Integration, esp. for Ariba and Fieldglass
  - SAP® Automotive and SAP® PLM
- Project-based SAP® AddOn development
- ASAPIO Solutions: Development of complementary products for SAP® Standard applications

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## Procurement Processes

- Catalog purchasing (cross-industrial)
- Purchasing of complex goods (engineering industry)
- Bidding processes
- Contract management
- Purchase 2 Pay processes

## Engineering Processes

- Automotive
- Engineering and construction
- Aerospace
- Software development processes



## SAP® -based Expertise

- SAP® Purchasing Solutions SRM / MM / SRM-MDM
- SAP® Cloud Solutions Ariba, Fieldglass
- SAP® PLM / DMS / cProjects
- SAP® Business Workflow
- SAP® Automotive / iPPE
- SAP Netweaver® Development Platform
- GUI development (UI5, WebDynpro, BSP, Internet Services, SAP® GUI)
- SAP® XI, Interface development, Mobile
- Enterprise Services Architecture
- SAP® Office Integration

## Additional Expertises

- Java, C#, Web
- Software architecture and design

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# ASAPIO – SAP Co-OPERATION

## Close co-operation with SAP SE und LGD

- Support in SAP standard development (SRM, PLM) and Support, SAP CD
  - Support in SAP IT Projects
    - ASAPIO SRM Solutions Implementation: Item POWL, Catalog export, ASAPIO SRM Forms
    - Ariba Procurement Catalog connection and Ariba Network Integration via Asapio Cloud Integrator
    - Promise to Deliver: cProjects Delevopment
  - Support in ramp-up-projects (SRM, PLM)
  - Development of ASAPIO complementary solutions in alignment with SAP
  - SAP Customer Project support from presales-activities up to launch
  - SAP Customer Project after Go-live support: maintenance & operating support etc.
  - Cooperation in strategic projects
- *Very good and close cooperation*
- *Preferred supplier for SAP SRM and SAP PLM*

## Project-based co-operation with

- SAP US
- SAP UK
- SAP Switzerland
- SAP Sweden
- SAP Denmark
- SAP Netherlands
- SAP France
- SAP Italy
- SAP Israel
- SAP MENA
- SAP Australia
- SAP South Africa
- SAP Brazil





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# ASAPIO Solutions

## Motivation and Targets

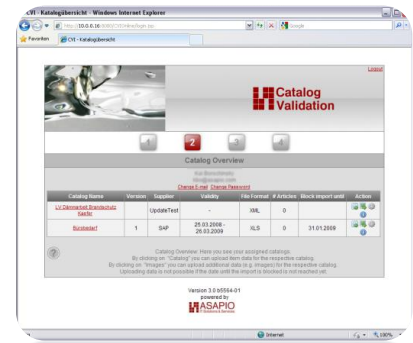
- ASAPIO Solutions are developed in collaboration with our customers based on concrete requirements to close gaps in SAP standard e. g. in SAP SRM
- Requirements should not be very customer-specific but rather industry- or process-specific
- Functionalities and roadmap are aligned with SAP SE und LGD
- ASAPIO AddOn-Solutions are created as enduser- and maintenance-friendly as possible based on the usage of the SRM Framework
- Customer user exits are provided where needed to enable customers to adapt the standard solution
- Release-Management is provided with structured Roll-In and Roll-out process
- Delivery as modification-free application in the ASAPIO Namespace
- Solution offer includes Maintenance and 3rd Level Support



# ASAPIO Solution Examples and References

## CVI – Catalog Validation & Integration Engine

Validation and integration of supplier catalogs for SAP® SRM-MDM catalog and further SAP Content (e.g. K+S, ERGO, Fresenius, Claas, DPD, Land Hessen)

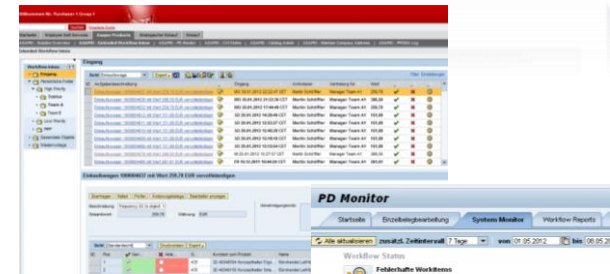


## XWI – Extended Workflow Inbox

Structured handling of workitems in folders incl. sent workitems and resubmissions (e.g. Airbus, Goodyear, MAN)

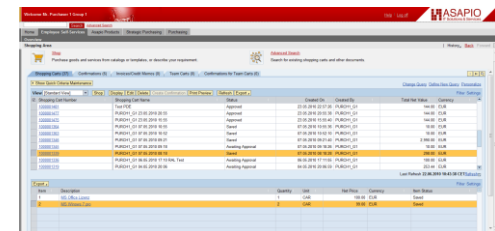
## PDUD – SRM Purchasing Documents Up- and Download

Local handling of SRM documents in Excel® (e.g. Nokia, Goodyear, MAN Diesel & Turbo, Region Hovedstaden, RWE)



## PD Monitor – SRM Purchasing Documents Monitor

Administration and Reporting application for SAP® SRM (e.g. K+S, MAN, Reemtsma)



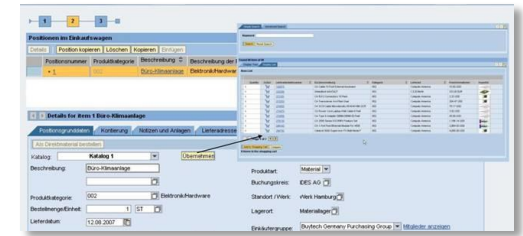
## Item POWL – SRM Item Personal Object Worklist

Item Worklist with detailed information like status, follow-on document, supplier (e.g. SAP SE, KMD, EnBW, MAN)

# ASAPIO Solution Examples and References

## ICR – Item Catalog Change

Replacement of free text or material master items in the SRM purchasing process with catalog items (e.g. Bank Hapoalim, WDR, MAN Diesel & Turbo)



## ERP PO Change from SRM

Change of POs, requisitions and reservations by SAP SRM shopping carts (e.g. SWM, MAN)

## Bid Evaluation – Enhanced SAP® SRM Quotation Evaluation

Enhanced Quotation Evaluation with customer fields, download to Excel®, Highlighting best-price positions (e.g. ERGO, RWE)

RFx			
<b>RFx Data</b>			
Transaction Description	201, 201/201 M3 Winstener 2F G (KEM1)		
Transaction Number	10000104		
Business Transaction Type	RF, RF *		
Type of RFx	1 Party RFx		
Responsible Purchasing Group	Purchasing Group 1		
Submission Deadline for the Bid	21.03.2013		
Time of Bid Submission Deadline			
Opening Date			
Time			
Bidding period for quotation			
Currency Key	EUR		
Dynamischer Abschlag			
<b>Quotations</b>			
<b>RFx Data</b>		<b>Quotation Data</b>	
Bidding Date	21.03.2013 11:56	Quotation Date	21.03.2013 12:27:49
Quotation number	20000003	RFx Quotation	20000004
Company name	Deutscher Leihbau GmbH G.00	Customer	2000 Mischbau
Business Partner Number	201		
Difference to best bidder (%)	0.00%		23.33%
Currency Key	EUR		EUR
Target Value of Contract	1200.00		Subcontract
Dynamischer Abschlag			
<b>Items</b>			
Name	Widmann 2 Home Premium 32 bit deutsch DV	Price	0.00
Quantity in Order Unit	1	EUR	0.00
Net Value	0.00	EST	0.00
Dynamischer Abschlag der Position	0.00%	EST	0.00%
Name	Widmann 2 Home Premium 64 bit deutsch DV	Price	0.00
Quantity in Order Unit	1	EUR	0.00
Net Value	0.00	EST	0.00
Dynamischer Abschlag der Position	0.00%	EST	0.00%
Name	Widmann 2 Home Premium deutsch Upgrade D	Price	0.00
Quantity in Order Unit	1	EUR	0.00
Net Value	0.00	EST	0.00

## Adobe Forms Catalog, Special Catalogs

Special catalogs like business card ordering, internal catalogs based on SAP WebDynpro (e.g. ERGO)



## ASAPIO Cloud Integrator

Integration of Ariba and Fieldglass Cloud Solutions in SAP ERP Backend Systems (e.g. SAP SE, Nestle)

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# SRM INTERNATIONAL REFERENCES (EXCERPT)

## SAP Standard Development / SAP IT

- Support in development of SAP® SRM 6.0 Workflow, development of converters, offline approval
- SAP® SRM 6.0 and 7.0 Test and Support
- SAP IT: Procurement, Catalog

## SAP® SRM and Workflow Implementation

- DE: EADS, Johnson Controls, AUDI, Daimler
- DK: Scandlines, KMD, MAN Diesel & Turbo
- IL: Bank Hapoalim
- US: FMC
- FR: Airbus
- CH: Nestlé, KraftFoods, SBB, Actelion

## SAP® SRM 6.0 / 7.0 Projects

- DE: VW, WDR, Goodyear, RWE, K+S, ERGO, MAN
- NL: Philips
- BR: Gerdau
- SE: Sandvik
- DK: KMD, MAN D&T, Region Hovedstaden

## SAP® SRM UI5 Implementation

- UKM Webshop
- Enercon

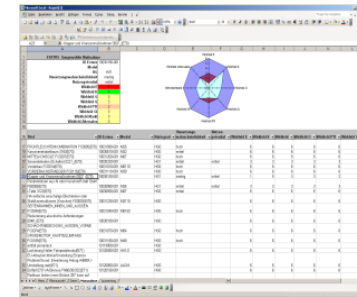




# PLM REFERENCES (EXCERPT)

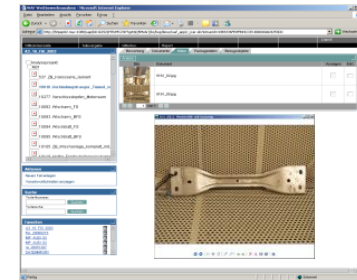
## BMW – Competitor Analysis

- SAP NetWeaver® / PLM-based application for the management and analysis of competitors' products



## BMW – Target & Requirement Management

- SAP NetWeaver® / PLM-based application for management of targets and requirements and monitoring of the complete development process

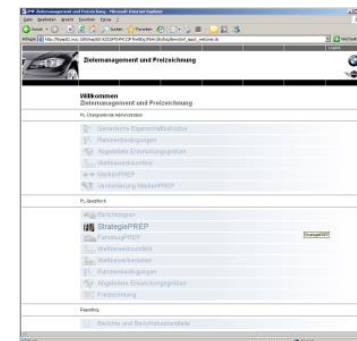


## SAP Standard Development

- SAP® PLM 7.0: Standard development at SAP SE

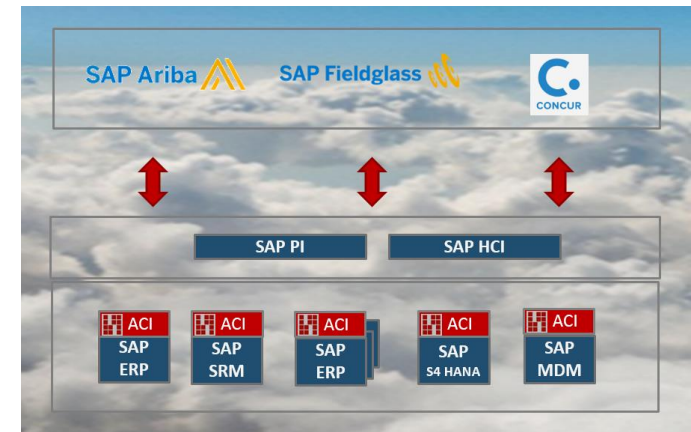
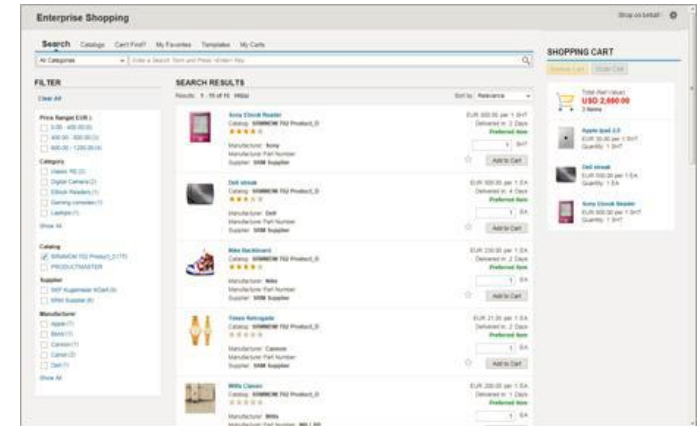
## SAP® PLM / DMS Project References

- BMW PEP PDM
- Siemens PLMwins
- VW
- Porsche
- Wilhelm Karmann



# Procurement Projects: Current Highlights

- Classic SRM Projects
  - SRM Implementation
  - SRM Upgrade
  - UI Optimization
- Process Enhancements: Definition and Implementation
  - Automatic C-Parts Management
  - Purchase Order Change Processes
- SRM UI5 Implementation und UI Enhancements
- Catalog Management Processes
  - SAP® SRM-MDM Catalog Implementation Projects
  - Connection of Supplier to SRM-MDM via ASAPIO CVI
  - ERP Material Master Extractor with Connection to different Catalog Systems
  - Contract and Info Record Updates through automated Connection of Supplier Catalogs
- Cloud Integration
  - Connection Ariba Cloud to SAP ERP
  - Connection Fieldglass to SAP ERP





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