



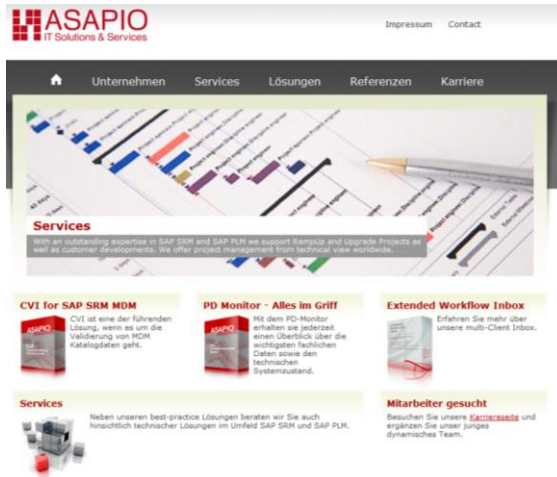
ASAPIO GMBH & Co. KG

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

AGENDA



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



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

AGENDA



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

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



AGENDA



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

ASAPIO Solutions

Motivation and Targets

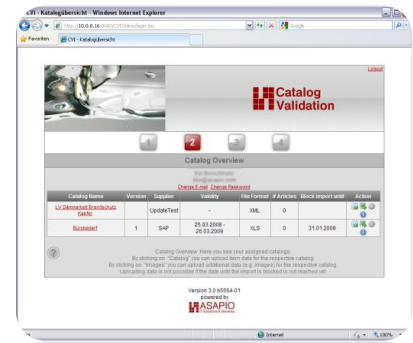
- ASAPIO Solutions are developed in collaboration with our customers based on concrete requirements to close gaps in SAP standard e. g. in SAP SRM
- Requirements should not be very customer-specific but rather industry- or process-specific
- Functionalities and roadmap are aligned with SAP SE und LGD
- 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

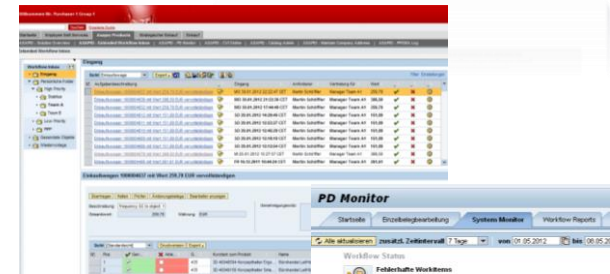
CVI – Catalog Validation & Integration Engine

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)

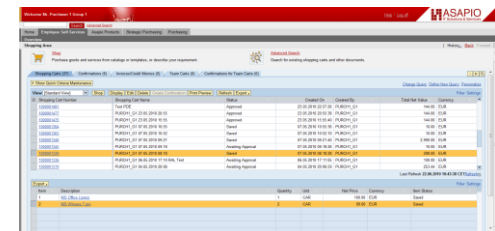


PDUD – SRM Purchasing Documents Up- and Download

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

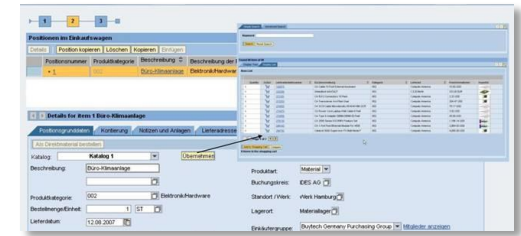
Enhanced Quotation Evaluation with customer fields, download to Excel®, Highlighting best-price positions (e.g. ERGO, RWE)

Adobe Forms Catalog, Special Catalogs

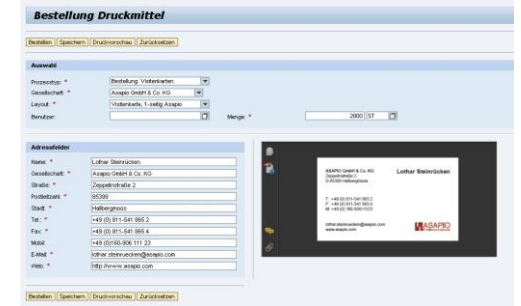
Special catalogs like business card ordering, internal catalogs based on SAP WebDynpro (e.g. ERGO)

ASAPIO Cloud Integrator

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



RFx			
RFx Data			
Transaction Description	001, 001/001 M3 Winstener 2F G (KLMX1)		
Transaction Number	10000104		
Business Transaction Type	RF, RF *		
Type of RFx	1, 1/1, RF *		
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			
Quotations			
RFx Data		Quotation Data	
Bidding Date	21.03.2013 12:15:16	Quotation Date	21.03.2013 12:27:49
Quotation number	20000003	RFx Quotation	20000004
Company name	Deutscher Leihbus GmbH G.00	Customer	2000 Mischchen
Business Partner Number	2000	RFx	2000
Difference to best bidder (%)	0.00%	RFx	0.00%
Currency Key	EUR	RFx	EUR
RFx number	Subcontract	RFx	Subcontract
Target Value of Contract	1200.00	RFx	1000.00
Dynamischer Abschlag		RFx	
Items			
Item		Price	
1. Winstener 2 Home Premium 32 bit deutsch DV	0.00	EUR	0.00
2. Tel. Preis	0.00	EUR	0.00
3. Quantity in Order Unit	1	ST	1
4. Net Value	0.00	EUR	0.00
5. Dynamischer Abschlag der Position	0.00%		0.00%
6. Differenz zu best bidder (%)	0.00%		0.00%
7. Winstener 2 Home Premium 64 bit deutsch DV	0.00	EUR	0.00
8. Tel. Preis	0.00	EUR	0.00
9. Quantity in Order Unit	1	ST	1
10. Net Value	0.00	EUR	0.00
11. Dynamischer Abschlag der Position	0.00%		0.00%
12. Differenz zu best bidder (%)	0.00%		0.00%
13. Winstener 2 Home Premium deutsch Upgrade D	0.00	EUR	0.00
14. Tel. Preis	0.00	EUR	0.00
15. Quantity in Order Unit	1	ST	1



AGENDA



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

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

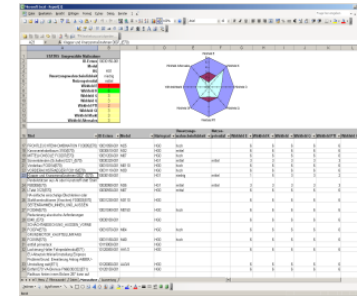
- UKM Webshop
- Enercon



PLM REFERENCES (EXCERPT)

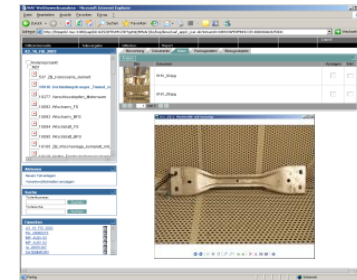
BMW – Competitor Analysis

- 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

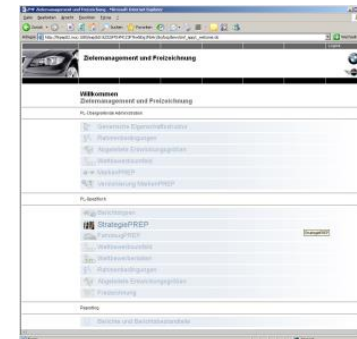


SAP Standard Development

- SAP® PLM 7.0: Standard development at SAP SE

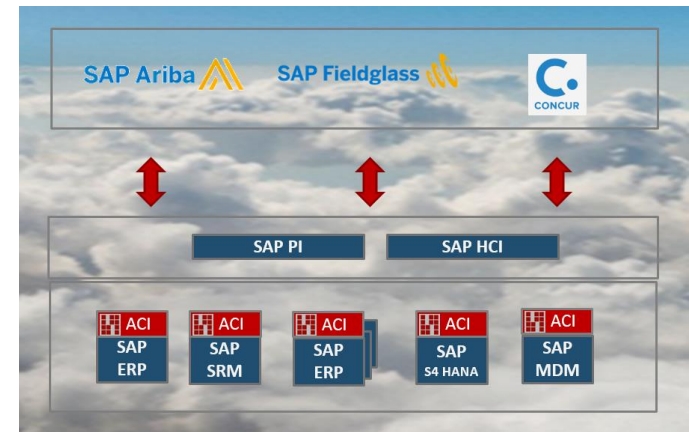
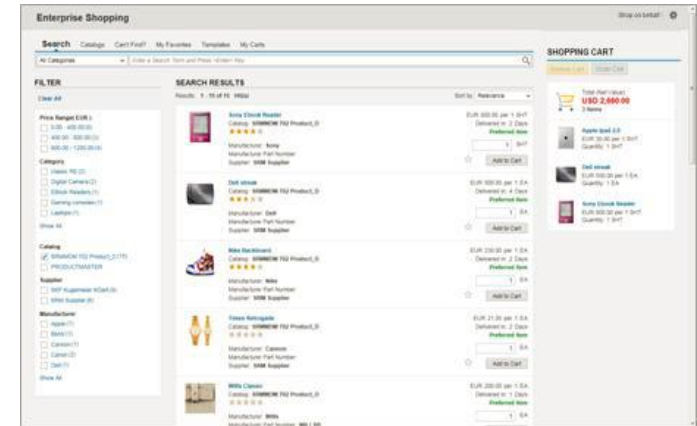
SAP® PLM / DMS Project References

- 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



AGENDA



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



Contact

Lothar Steinrücken

Agnes-Pockels-Bogen 1
80992 Munich
Germany

+49 (0) 89-4520 7440

lothar.steinruecken@asapio.com

www.asapio.com



Restriction on Disclosure and Use of Data

The data in this document contains trade secrets and confidential or proprietary information of Asapio GmbH & Co. KG, the disclosure of which would provide a competitive advantage to others. As a result, this document shall not be disclosed, used or duplicated, in whole or in part, for any purpose other than to evaluate Asapio GmbH & Co. KG. The data subject to this restriction are contained in the entire document.

Copyright: © 2016 Asapio GmbH & Co. KG. All rights reserved.

Image Source: © 2009 iStockPhoto

SAP® and SAP NetWeaver® are brands or registered brands of SAP SE Germany and other countries.

Excel® is either registered trademark or trademark of Microsoft Corporation in the United States and/or other countries.

Adobe® is either registered trademark or trademark of Adobe Systems Incorporated in the United States and/or other countries.