



abat Project Work Exemplifies Deep Automotive and SAP Experience

abat is an international SAP service provider and product supplier focused on business process optimization. The industries we focus on are automotive, discrete manufacturing, and logistics. We were founded in 1998 and today manage an annual turnover of over 56 million euro with more than 600 employees globally. In this paper abat will illustrate examples of several customer projects with the aim to show the reader how our expert consultants solve real business problems, delivering rich value to the client.

Case 1 – Small to Mid-size Enterprise Clients

Automotive Tier Suppliers – One a manufacturer of adhesive tape solutions, the second manufactures automotive insulation, sound absorption material, flooring, and carrier core material.

Scope – Business process improvement and optimization, training, documentation, and reporting

Duration – 4 to 8 weeks

abat US is engaged in a cross functional SAP engagement at these two clients. What is interesting is their entire business is integrated on a single SAP system (unlike many larger SAP customers who choose to run certain business function such as financials on its own SAP instance). The abat Senior Consultant was the perfect fit for this environment because of

possessing expert experience across many SAP modules, they can have line of sight to the entire business not just a single functional area.

The abat Senior Consultant sat with key functional users to determine where they were having issues. (One example was a lack of understanding how to view an overview of on-time delivery data). The entire process flow was reviewed, and the SAP deployment was explored to insure best business practices were being followed and maintained. The root cause for discrepancies was uncovered, identified, and remediated. abat, because the Senior Consultant has worked on many similar projects at previous customers, was able to show users easier ways to execute their day to day tasks and to do so more efficiently. The users were taught how to organize and extract information that was already in the system (the users were shown how to capture an overview of the on-time delivery data which provided the client with strong value). Reporting from the system was improved using standard reports and queries.

abat next worked with the global team to insure the business process was verified, optimized, and clarified to contain no gaps. Communication to and from the client headquarters was handled smoothly because the abat consultant is bilingual in English and German – a great benefit for the client! Master data was thoroughly reviewed, cleansed, and is being well maintained.

abat, through the industry and SAP depth of experience and expertise of our consultant, was able to deliver as promised providing rapid ROI. So much so that one of the clients is now considering extending the engagement until the end of the year.

Case 2 – Large Enterprise Automotive OEM Prototype Car and Parts Development

Project Goal:

Leading world class Logistics and Shop Floor Planning for prototype vehicles from design phase to start of series production.

Scope:

Business Process Reengineering, Business Process Design, Software Development, Project Management, Customizing, Training, Documentation, Reporting and Support.

Duration:

Several years involving multiple phases and different development levels.

Our customer, a large, international automotive OEM, looked to establish a world class logistics and shop floor planning process for the development of prototype vehicles, down to the parts level. This project focused on a highly strategic and competitive area of the client's business which is critical in their ability to aggressively bring new product to market. The comprehensive scope of this project and the criticality for success required the customer to select a partner who has deep SAP logistics and automotive experience working throughout their business, who could advise on business process reengineering and design with deep industry and SAP knowledge. They also needed a partner who could effectively manage such a project and meet the aggressive timelines necessary for the client to improve their competitive advantage. abat satisfied the client that we were ready to take on the "heavy lifting" and was selected based on our proven track record of reliability to bring the proper resources to the project, to mitigate risk and insure the goals were achieved or exceeded.

Business process design and reengineering, and the realization in SAP were the backbone of the project. abat delivered, providing paramount industry business practices which give the client competitive superiority:

- Shop floor planning including material supply in sequence and capacity planning.
- Material supply just in sequence for vehicle production in prototype phase.
- Material supply just in sequence for engine development.
- Design, development and support of interfaces throughout the production process in the client's interface landscape.
- Development of cockpits and reports to support the handling of the production and shop floor process to real time processing and information.
- Documentation, training and on-site support.
- Roll out of established processes to other areas within the client group.

The realized system is supporting 5000 to 6000 active users, and significant production volume. abt executed flawlessly. Why? Because we were able to perform the project with consultants who had the necessary industry hardened experience and SAP expertise to make it successful. Our senior level consultants delivered pragmatic ideas to the process design and our unparalleled development capability delivered strong, rich value and rapid ROI. We delivered at all levels and phases of the project with uncompromised quality.

Case 3 – Large Enterprise Automotive OEM Material Logistics – Digital Transformation

Project Goal:

Convert and optimize material logistics processes to pave the way for greater diversity of models and variants in the production plants with the highest standards of quality and standardize on a global process template

Scope:

Business Process Reengineering, Business Process Design, Software Development, Project Management, Realization, Customizing, Training, Documentation, Reporting and Support.

Duration:

Several years involving multiple phases and different development levels.

Digital transformation is changing the way OEMs manufacture cars. IT and production are merging. If production is linked to a complex IT system, production logistics must also be integrated for flexibility and transparency.

The challenge is that the logistics systems involved are not integrated. They simply fail to bundle data from different sources into a single structure. As a solution, a standard SAP template which can be deployed enterprise wide, offers many benefits to OEMs.

Products, software-based machines and computers are merging into a decentralized system. New technologies for Industry 4.0 such as virtual reality, 3D printing or lightweight robots are entering production. In the future, IT infrastructures - consisting of mobile and stationary components - will penetrate the entire supply chain and increase efficiency.

Logistics systems need to respond quickly to new requirements while being highly available. Large variety of types and variants, more and more components and fast model changes require high flexibility. At the same time, production logistics should work transparently and efficiently. The growing number of variants is already outpacing mass production. Due to the large variety of models, legacy systems are no longer able to provide all the required components. OEM automobile manufacturers have recognized that legacy systems can no longer keep up with the new requirements. They are working hard to modernize their production logistics.

The difficulty for OEMs is organizing the data, because there is currently a variety of disparate systems involved where data is stored separately. The unavailability of data at critical points in the flow of materials caused by disintegration could jeopardize supply which cause stops in the logistics process potentially disrupting production. This can lead to high losses. To improve the processes in production logistics, uniform data management is required. Data must be bundled from different sources and systems in a uniform data structure.

But how can the data be integrated? The solution is to use standard templates for production logistics systems. With them, OEMs transparently design their IT and consolidate the entire logistics. One OEM is already working with such a solution. Utilizing a standard SAP template, the OEM creates uniform data management across plant boundaries and replaces legacy systems without any problems. With the integration of data, processes for parts requisitioning, material planning, goods receipt, warehousing and production supply are optimized. The template controls the complete material procurement and supply processes in the factory and pursues an important goal: efficiently enabling a higher variety of models and variants with the highest quality. Currently the solution runs in several plants globally.

The abat group accompanies the OEM in all roll-outs to plants. The abat specialists help to introduce the template and to convert important processes to the solution. Before the start of the project, a joint team of abat consultants and OEM employees will check the feasibility and prerequisites for the respective plant. The process experts from abat then take over the implementation, as well as many parts of the SAP consulting scope and the ongoing application management. The focus of the project is always to map as many on-site processes as possible into the standard template.

In addition, abat provides a special form of support. During the start-up phase, the production staff is supported by so-called start-up supporters. Most of the questions can be answered directly on site by these supporters. As a result, the template implements faster and is more stable. The supporters are mostly students of business information technology, which were trained by abat in advance, especially in factory processes and the basics of the template.

The project is a large success story. Supply bottlenecks or overcapacities can be analyzed more precisely by data integration via the template. A central database surveys all stocks, manages them transparently and keeps them accurate. This saves costs because the systems use material effectively and only when needed.

All processes are mapped in the standard of the template. Processes and inventories become transparent through standardization. In this way, the entire material supply can be optimized, and security of supply increased. More efficient processes deliver components to the assembly more quickly. This saves time and money by increasing production speed and thus the number of cars being manufactured.

Standard templates also make it possible to deploy employees at different plants. They use the same software in each plant. The system creates an almost uniform working method in all factories. This allows employees to mobilize flexibly, even if production technology or logistics change.

Logistics optimized with standard templates supplies the production continuously and safely with stocks - no matter what the technical conditions look like. It shortens throughput times and lowers production costs. The transport, transshipment and warehouse processes can be better planned and controlled. The digitization of production logistics is both a challenge and an opportunity: it opens new potential for car manufacturers to produce even more flexibly and efficiently with standard templates.

Because of the knowledge and experience abat was able to contribute, our client now has a world class material logistics process that is among the most modern and progressive of its

kind. abat was able to provide all the required consultants from a single source which insured the success of the project without compromising the quality.

Solution Specific

abat will evaluate and design a solution that is specific to your business and process landscape. Our goal is to create an agile business process for you that is right for today and flexible for tomorrow. When our recommendations are presented, we are transparent and neutral. To ensure a successful outcome, in our process, you are intimately involved and integrated throughout the entire project.

abat is a friendly, customer centric company who is easy to work with. Headquartered in Bremen, Germany with various German location throughout the country, and international subsidiaries in Belarus, Minsk; Puebla, Mexico; and Birmingham Alabama, USA; and Detroit Michigan, USA we have you covered. We can provide SAP Project Management, SAP Senior Consultants, SAP Consultants, SAP Senior Developers, SAP Developers, and services like nearshoring and application management.

Give us a call today to schedule an initial meeting where we can explore your challenges. The entire **abat team is ready, willing and able to help you transform your business!** Contact Brian Jolley, Director abatUS, at brian.jolley@abat.de to get started.