FIS/wws® – powered by SAP HANA
The Industrial Solution
for the Technical Wholesale Industry
Based on SAP

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With the *FIS*/wws® industrial solution, FIS is the **market leader in the technical wholesale sector** in Germany, Austria and Switzerland.

Key Facts about FIS
Who Are We?

▪ We are **SAP partner with "Gold" status** – the highest partner level awarded by SAP.

▪ We are **market leader in the technical wholesale sector** in Germany, Austria and Switzerland.

▪ Already more than **20,000 SAP users** rely on our *FIS*/wws® industrial solution that has been on the market since 1996 and further developed ever since.

▪ Every day, **more than 500 employees** at **5 locations** in **3 countries** with **4 FIS data centers** make companies more **modern, economic and competitive** by means of our solutions.

▪ We are there for you 24 hours a day, 7 days a week and 365 days a year.

GRAFENRHEINFELD
50°0′N 10°12′E

Shaping the Future –
Why Decide in Favor of an SAP Solution?

Worldwide market leader
for corporate solutions

Nearly 3/4 of all
transaction
revenues pass an
SAP system

Over 2/3 of all
trade companies
use an
SAP solution

80% of all SAP
customers are
small and
medium-sized
companies

Leading in
the areas of
business data
analysis and
evaluation

Sustainability
due to full
coverage of
mobile scenarios

Business
processes
and decisions
based on real-
time data with
SAP HANA

Scalability of the
solution adapted
to your business

Long-term
reduction of
your operational
IT costs

Investment
security and
technology
leadership

In addition to that, a powerful SAP partner covers a high degree of your industry processes and provides specific industry know-how

Sustainable corporate success is based on a strategic decision in favor of an SAP solution. Opting for FIS means having a reliable and strong partner by your side that knows the industry-specific processes of the technical wholesale sector and continuously integrates them into its SAP-based *FIS*/wws® industrial solution.

On the Safe Side –
What a Changeover to SAP Means…

- You can better meet the requirements of current and future business processes.

- You can create transparent processes and therefore make informed decisions creating and maintaining competitive advantages.

- You invest in a secure future of your corporate IT.

- You get transparent data in real-time and therefore can rely on a better basis for making decisions.

- You create a secure basis for a national and international growth strategy.

- You get a freely scalable and future-proof solution growing with you and your requirements.

- You accelerate user acceptance due to intuitive user interfaces, role-based navigation and task-oriented workflows.

- You are always on the pulse of IT progress and open up new ways to your corporate success.

without **SAP**

with **SAP**

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Non-transparent data, obsolete information and insecure basis for making decisions

Transparency, real-time data, certainty

QUALIFICATION CERTIFICATE
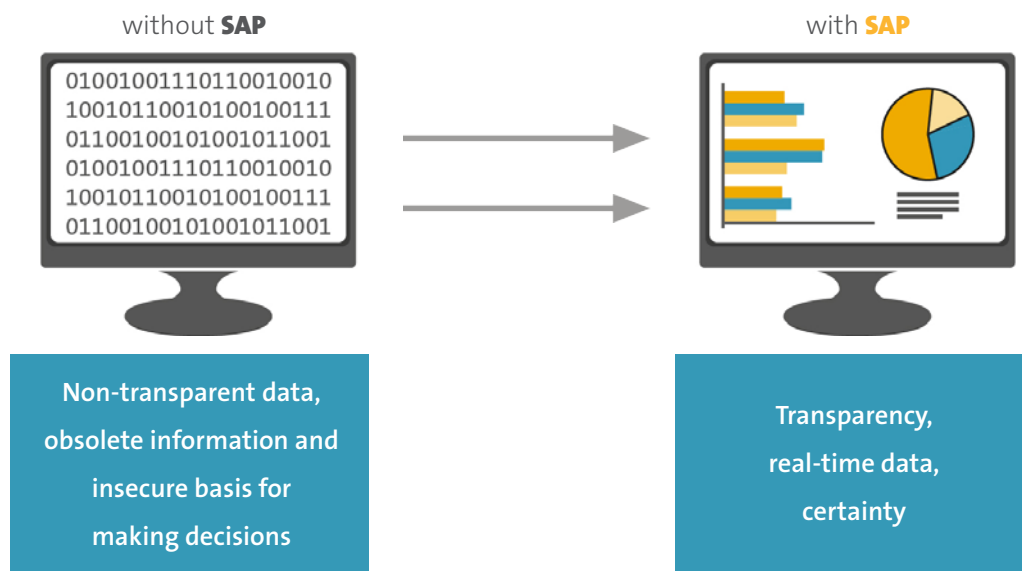
With our retailing system, we rely on in-memory computing. Our FIS/wws® industrial solution has successfully passed the qualification process for the trendsetting SAP HANA technology.

In-Memory Computing with SAP HANA –
What Real-Time Data Means for Wholesale...

The use of already existing data increasingly becomes a new production factor. You need strong partners by your side to learn how to use this factor to your competitive advantage.

If you already have specific knowledge today that your competitor will only have tomorrow, you can serve your customer already tomorrow for instance – your competitor leaves empty-handed.

The SAP HANA database opens up the possibility to check stockholding and forecasts in a fraction of a second – a decisive factor for trade...

Optimizing profit sources:

The SAP HANA in-memory technology enables you to adjust your product mix and your product placement to current sales figures and stock data to help you avoid stock shortfalls and use sales opportunities more effectively.

Safe planning and forecast:

The operative reporting function in real-time gives you a clear overview of corporate expenditure patterns and helps you forecast business requirements, implement cost savings and reduce the vendor risk. Consequently, your business planning will be considerably improved.

Making more informed decisions:

Analyze in no time the effects of short-term fluctuations in terms of demand, need and rush orders. Optimized plans ensure the highest possible service performance.
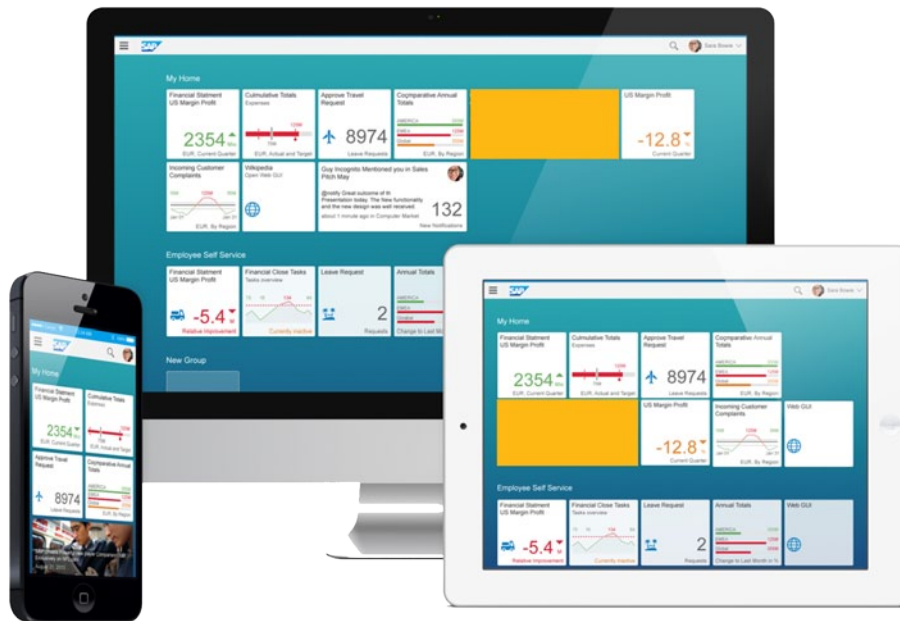
Becoming faster:

Retrieve the latest data from diverse data sources and evaluate options needed to steer financial, business and strategic goals in the right direction taking into account current events.

Working with SAP –
Intuitive, Role-Based and Task-Oriented

SAP increasingly focuses on improved usability of its business applications. In terms of a retailing solution as well, users expect **easy-to-use and attractive user interfaces** that are available on any device, whether in the office (PC) or on the move (smartphone, tablet).

The **SAP® Fiori™ app collection** enables you to considerably simplify workflows and to process them on the move for instance. **SAP Screen Personas** enables you to simplify and personalize the operation of your classical SAP user interface – completely without programming effort:

- You modify the user interface according to the role – for a fast and simple access to information

- You create visually attractive user interfaces with exactly the information required by the specific users

- You automate repeating keyboard inputs

- You change colors and images as well as layouts, fields and functions

- You avoid the costs arising for usual user interface programming

- You reduce the training effort for your software users

For users processing a broad and extensive spectrum of applications and scenarios in SAP, SAP provides an environment via the classical **SAP-GUI** SAP user interface taking into account the requirements of these "power users".

Implementing SAP –
Why We Are Market Leader in the Technical Trade Sector in Germany, Austria and Switzerland:

1. Industry know-how

- Due to longstanding experience and focusing on the technical wholesale

- Due to constant exchange with our customers at *FIS*/wws® user meetings

- Our solution has been on the market since 1996 and already used by more than 20,000 SAP users

2. „Ready to run"

The processes delivered with the template enable the customer to quickly start the training and the project work.

- Organizational structures are delivered:
  company codes, purchasing organizations, purchasing groups, sales organizations, distribution channels, plants/sites, storage locations etc. are already predefined.

- Core processes and functions for this industry are predefined, such as standard order, cash sales, returns management, usual goods movements/movement types, third-party business, consignment stock processing, sales order procurement, stock transfers between plants/sites, purchase order handling etc.

3. Internationality

- Internationally experienced project managers, consultants and partners

- Solution available in 15 languages
  (EN, FR, HU, CS, ES, NL, PL, SK, IT, TR, HR, RO, SL, SR, DK)

4. Shorter implementation period – fast and secure implementation

The preconfigured settings and the industrial processes included in the solution lead to a considerably reduced coordination demand in the implementation project. Consequently, the project risk and effort will considerably be reduced.

5. Attractive value for money

Due to shorter implementation periods, we are able to offer you reduced implementation costs and, consequently, an attractive value for money.

6. Guaranteed future

- Constant modernization and further product development (release strategy)

- Enhancement of business processes in co-operation with our customers

- Process enhancement with customers/vendors

- Crisis-proof partners with FIS and SAP

- We rely on the trendsetting SAP HANA in-memory technology

7. Documented processes and functions

FIS delivers the complete description of the industry software.

8. Transparency in price and performance

The documented processes show very quickly what is delivered at the price agreed upon.

9. Support around the clock

Assured support (24 hours a day/7 days a week) and hotline service.

Our *FIS*/wws® Solution – powered by SAP HANA
Less Effort due to
Predefined Industry Processes

| SAP | Customizing and development | Your company |

without *FIS*/wws®
high adjustment effort required

with *FIS*/wws®
significantly reduced adjustment effort

| SAP | *FIS*/wws® for the technical wholesale | Customizing and development | Your company |
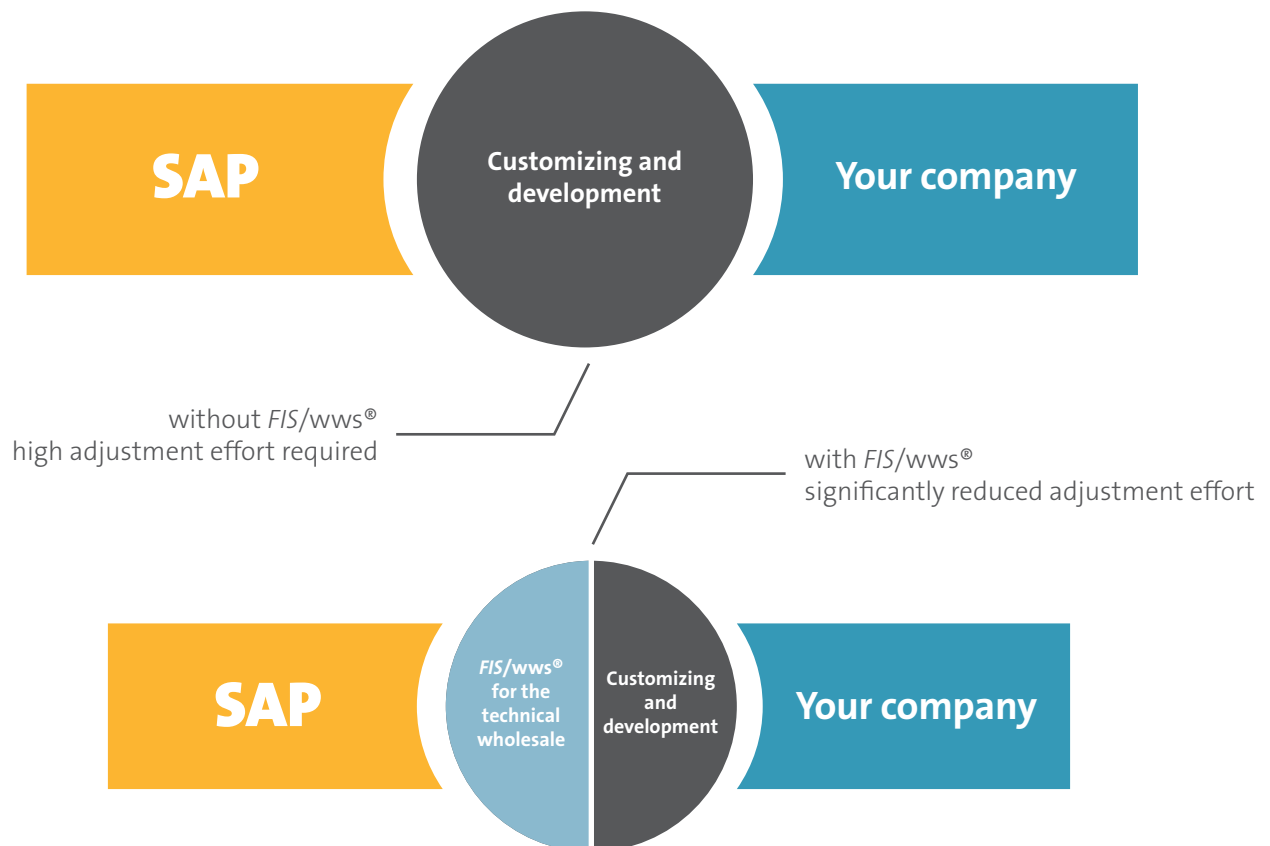
While a standard SAP solution requires numerous developments and adjustments in order to adjust the system to the specific needs of the wholesale sector, the standard version of our solution already includes many predefined industry processes. This saves time and costs during the project and allows you to change over to an SAP solution within a clearly structured schedule.

Overall *FIS*/wws® Overview – SD
From Quotation to Payment

The Order-to-Cash management for the technical wholesale describes the SAP ERP standard process chain from the quotation creation to the payment.

With *FIS*/wws® – powered by SAP HANA – the SAP ERP standard processes are enhanced by elementary functions/processes within the SAP Order-to-Cash management for the use in the technical wholesale.

Consequently, *FIS*/wws® increases efficiency within the logistical process chain for which the SAP ERP standard version provides no or only unsatisfactory solutions for the technical wholesale.

***FIS*/wws® – powered by SAP HANA – demonstrably provides an important additional benefit for the company and its customers.**

Project
- GAEB inbound

Quotation
- Optimized entry
- Quotation costing
- Quotation log
- Enhanced print functions
- Sample quotations
- Reference quotations
- Sales document copy
- Telephone sales
- Quote/unquote title in case of service specifications
- HDIV/EDIV one-time article

Order
- Optimized entry
- Stock transfer
- Individual purchase order
- Purchasing data (texts, prices)
- One-time articles (HDIV, EDIV)
- Sales
- Cross-selling
- Order type change
- Remaining length management
- Rental

Non-storage goods

Storage goods

Third-party business

Customer picking
- Purchase order text

Purchase ordner

Purchase order
- S. "Procure-to-Pay"

Shipping notification
- optional

Goods receipt

Delivery
- Route planning
- Freight list

Incoming invoice

Goods receipt

Picking
- Warehouse management

Billing document
- Collective billing document
- Billing document preview

Payment
- Electronic bank statement

FIS/wws® – core process "Order-to-Cash"

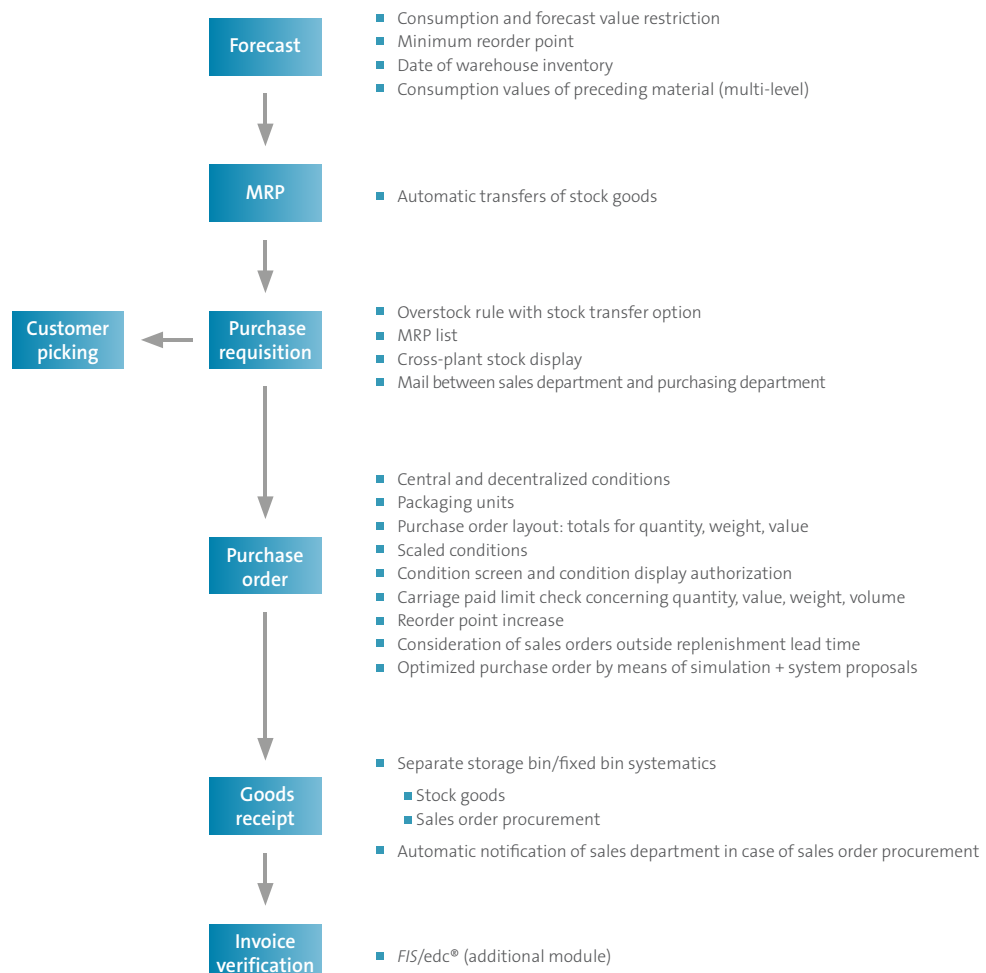# Overall *FIS*/wws® Overview –
Purchasing, Materials Planning
From Forecast to Invoice Verification

The Procure-to-Pay management for the technical wholesale describes the SAP ERP standard process chain from the demand determination, the procurement process up to the payment of the articles to the vendor. With *FIS*/wws®, the SAP ERP standard processes are enhanced by elementary functions/processes within the SAP Procure-to-Pay management for the use in the technical wholesale.

In doing so, the *FIS*/wws® enhancements optimize the procurement process from the forecast, the MRP, the vendor management, the strategic purchase order and price management up to the goods receipt and the invoice verification.

In doing so, *FIS*/wws® – powered by SAP HANA – demonstrably provides an important additional benefit for the company and helps you to secure the margins in the technical wholesale.

Forecast	■ Consumption and forecast value restriction ■ Minimum reorder point ■ Date of warehouse inventory ■ Consumption values of preceding material (multi-level)
MRP	■ Automatic transfers of stock goods
Customer picking ← **Purchase requisition**	■ Overstock rule with stock transfer option ■ MRP list ■ Cross-plant stock display ■ Mail between sales department and purchasing department
Purchase order	■ Central and decentralized conditions ■ Packaging units ■ Purchase order layout: totals for quantity, weight, value ■ Scaled conditions ■ Condition screen and condition display authorization ■ Carriage paid limit check concerning quantity, value, weight, volume ■ Reorder point increase ■ Consideration of sales orders outside replenishment lead time ■ Optimized purchase order by means of simulation + system proposals
Goods receipt	■ Separate storage bin/fixed bin systematics 　■ Stock goods 　■ Sales order procurement ■ Automatic notification of sales department in case of sales order procurement
Invoice verification	■ *FIS*/edc® (additional module)

FIS/wws® – core process "Procure-to-Pay"

What Our *FIS*/wws® Solution Based on SAP Can Do for You at Department Level...

- Quotation costing optimized for wholesale (material groups can be calculated for instance)
- Project processing/management
- Quotation creation from copy of a sample quotation
- Processing of GAEB/ÖNORM formats (inbound and outbound)*
- Processing of DATANORM formats*
- Number assignment in service specifications
- Title and total function in service specifications
- Plant inquiries from quotations

- Making safer and quicker decisions than your competitor – with real-time data. Our *FIS*/wws® solution supports the SAP HANA in-memory technology.

- Fully or partially automated stock transfer function
- Consideration of scaled conditions during purchase order processing
- Forecast calculation for optimal warehouse stocks

- Complete mapping of accounting and controlling functions
- Human resources management

- Management of complex warehouse structures
- Material flow optimization
- Fast and easy processing of goods receipts, goods issues and stock transfers

- Counter sales (cash sales processing)
- Pickup orders (on account)
- Route planning monitor
- Route determination according to specific requirements and criteria typical and important for trade
- VGA credit memos

Management board | **Accounting, finances, human resources**

Purchasing/ordering | **Quotation department / bid invitations** | **Acceptance of delivered goods** | **Warehouse management** | **Sales / delivery / counter sales**

Person responsible/SD | **Exhibition** | **Picking** | **Returns processing**

- Optimized order entry (with numerous industry-specific add-ons)
- Optimized user interface for telesales
- Optimized article search
- Contract release orders (main and single contract release order)
- SD document monitor for easy document search and evaluation
- Enhanced print functions (e.g. price output according to recipient: end customer/craftsman)
- Purchasing data (in case of individual purchase orders) directly in the sales order
- Navigation tree with references to all important user interfaces for the person responsible
- Stock transfer function directly from the sales document
- Order creation with reference to quotation and project
- DEL quotations

- Specific function for the sale of exhibits

- Rescheduling upon goods receipt for an improved and more current stock situation (backorder updating). Consequently, goods receipts are directly included in the stock

- Packing cockpit – several deliveries can be combined into one consignment, e.g. for shipping with express delivery service providers

- Returns monitor – all business processes concerning customer and vendor returns can be controlled in a clear user interface
- Empties cockpit and returnable packaging cockpit (management of DSB containers, wire mesh boxes pallets etc.)
- Rental equipment processing

The combination of comprehensive SAP standard functions and specific wholesale functions of our solution provides an excellent basis for your corporate success. We know your processes and make your company more modern, economic and competitive...

Find Out What Else
We Can Do for You...

Paperless document processing in SAP – document management with *FIS*/edc®

Our smart add-ons help you to automate all vendor and customer processes and, as a consequence, to simplify and accelerate them considerably. Our solution processes any inbound media (invoices, order confirmations etc.), whether digital or paper documents sent via fax, e-mail or as a PDF file including ZUGFeRD and many other formats.

Customer relationship management with *FIS*/crm® – our CRM solution for your company

Our web solution helps you to maintain data and information regarding your customers and your relationships with them and to profitably use this data/information in marketing, sales and distribution and controlling.

Connection of your customers and vendors to your SAP system – B2B process management with *FIS*/xee® (EAI/EDI interface)

FIS/xee® is a user-friendly and secure system used for the electronic exchange of data, documents and messages within your company or with your business partners. The automation results in accelerated procedures and significantly reduced process costs.

Our *FIS*/eSales® web shop solution – powerful and fully integrated in SAP Also available for mobile scenarios

The wholesale customers as well are putting greater emphasis on availability around the clock in order to place purchase orders easily and at any time, also on the move via smartphone for instance. At the same time, our solution is an ideal complement for persons responsible in the operative business since it enables them to access an article full text search. Consequently, purchase orders can be transferred to the SAP system automatically.

Security and audit-proof development in SAP HCM (human resources)

Our *FIS*/hrd® solution provides each HR department and all SAP system operators with tools for an easy and modern as well as technical and organizational support of their activities. Especially when you would like to make adjustments for your HR department in your IT environment yourself, the underlying development environment data has to be anonymized beforehand. Besides this function, our solution offers many more useful features.

Master data management in SAP – our *FIS*/mpm® solution

Our solution enables you to easily process master data, such as article master, purchasing info record, customer master, vendor master and price and condition data. It is possible to check the data quality of the data received from your business partners and to process it before you transfer it to your SAP production system. Furthermore, our solution offers you the possibility to generate highly-efficient and consistent information from data and to maintain the data in a time and cost optimized as well as SAP-specific way.

Logistics solutions far beyond the standard – whether the connection of external Warehouse Management systems or process optimizations are concerned – we are your competent partner!

As one of the few providers in this segment, we provide holistic solution approaches for an optimal integration of heterogeneous IT landscapes in your SAP system. If required, **our *FIS*/smw®** solution also provides you with **exact optimizations** for your individual needs in warehouse management and enables you to use field-proven and custom-fit functions. Furthermore, we have a comprehensive expertise in terms of **SAP WM and EWM implementations.**

Mobile mapping of business processes – Cloud solutions

Analytics

Additional benefits and services
(e.g. application management and hosting with FIS-ASP)

Retailing for the technical wholesale – powered by SAP HANA

ERP modules from our all-in-one solution

Logistics

FIS Smart Products

Partner soluions

ERP systems (SAP ERP/SAP Retail)

Databases & technologies
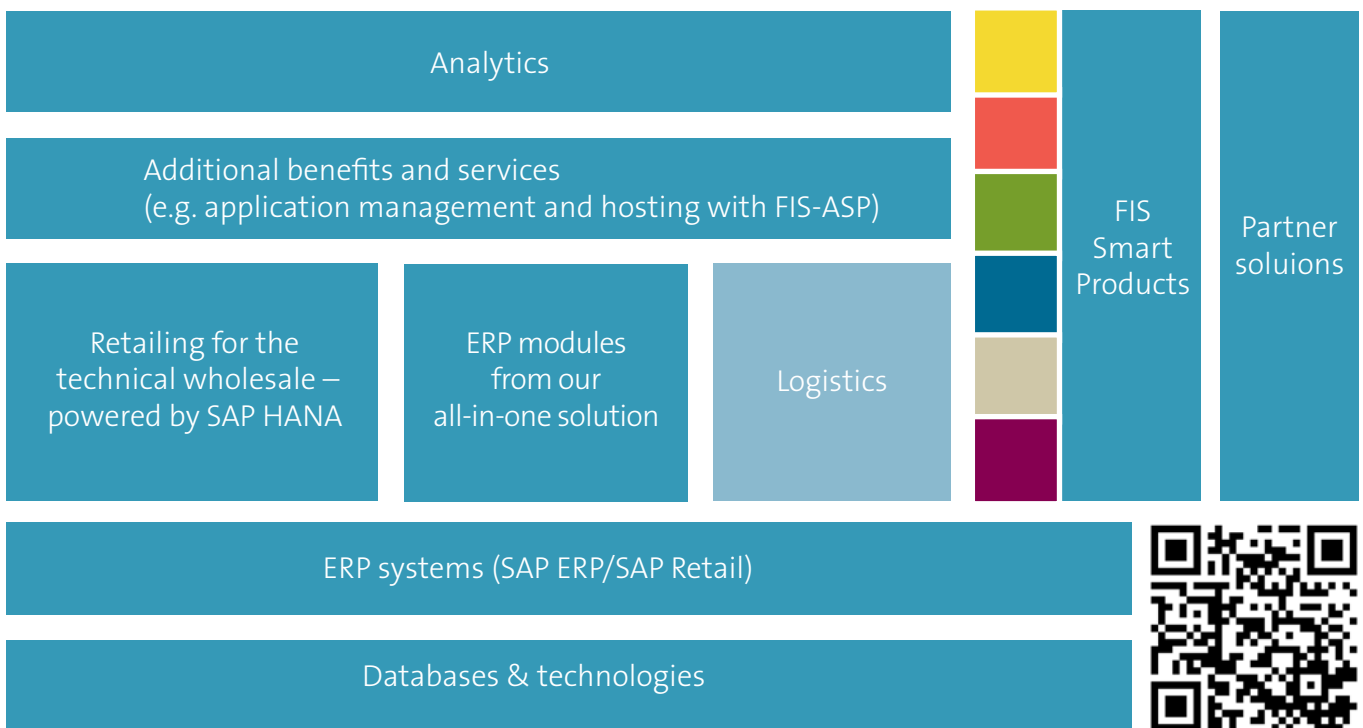
FIS is a one-stop provider. We offer 360-degree services, comprehensive consulting and holistic solutions for nearly all IT issues – from one source.

Worldwide FIS Consulting
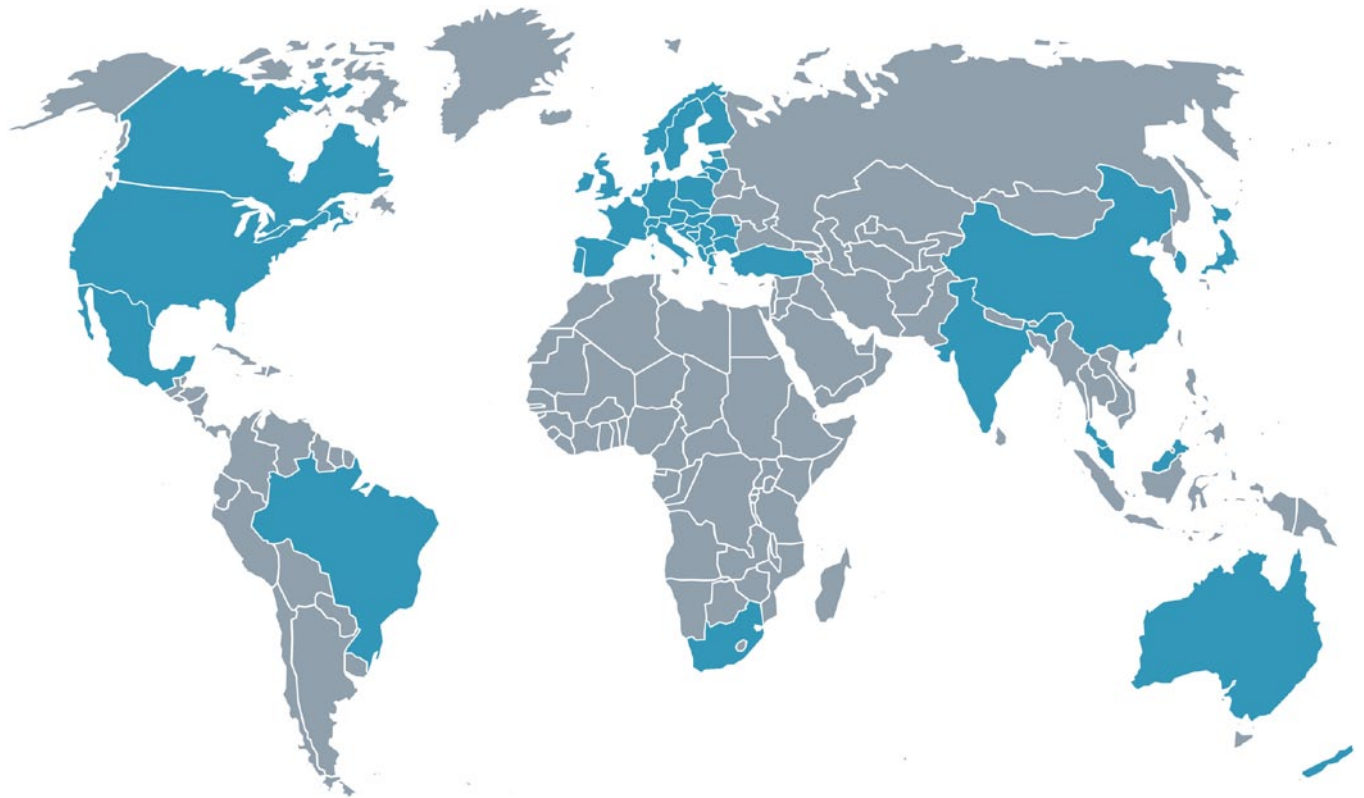
We feel comfortable in an international environment and implement projects all over the world. Many of our international customers have our solutions in successful productive use. This is not a coincidence: Our consultants can rely on a great wealth of experience in the international environment and are, of course, certified according to internationally recognized standards.

Our *FIS*/wws® industrial solution is available in 15 languages and has been continuously further developed since 1996.

FIS Support – We Are Always There for You
24 Hours a Day, 7 Days a Week and 365 Days a Year

Highlights

- SAP certification as **Partner Center of Expertise (PCoE)**

- Certifications for support and consulting

- 1st, 2nd and 3rd level support

- Networking between Basis, Consulting,
  Development and Product design

- Close co-operation with SAP and DSAG

- SLA monitoring

- Early Watch Alert report with recommendations

- Teams with international orientation

- Specialists with industry know-how

- Over 90 support customers and more than
  30 software maintenance customers

- Expertise in SAP modules and FIS products

The FIS support includes all application-specific services for supporting your SAP production installations.

Our Support Center provides any support requested via phone, Internet or e-mail; you can also ask for support by creating the support request directly in *FIS*/oss® (ticket system).

Due to efficient customer support when it comes to internal know-how development and transfer, the FIS Support Center makes an essential contribution to a cost-efficient operation of the customer's software solutions. A professional and full management of applications helps predict bottlenecks, handle problems immediately and avoid downtimes before they occur. *FIS*/oss® developed by FIS is used as Change Management System.

In our FIS Support Center, more than 60 competent and committed SAP specialists with many years of experience assist our customers by offering professional consulting.

Locations

Manchester

NY, Tarrytown

Offenbach

Grafenrheinfeld

Leonberg

Gleiwitz

US

UK

DE

PL
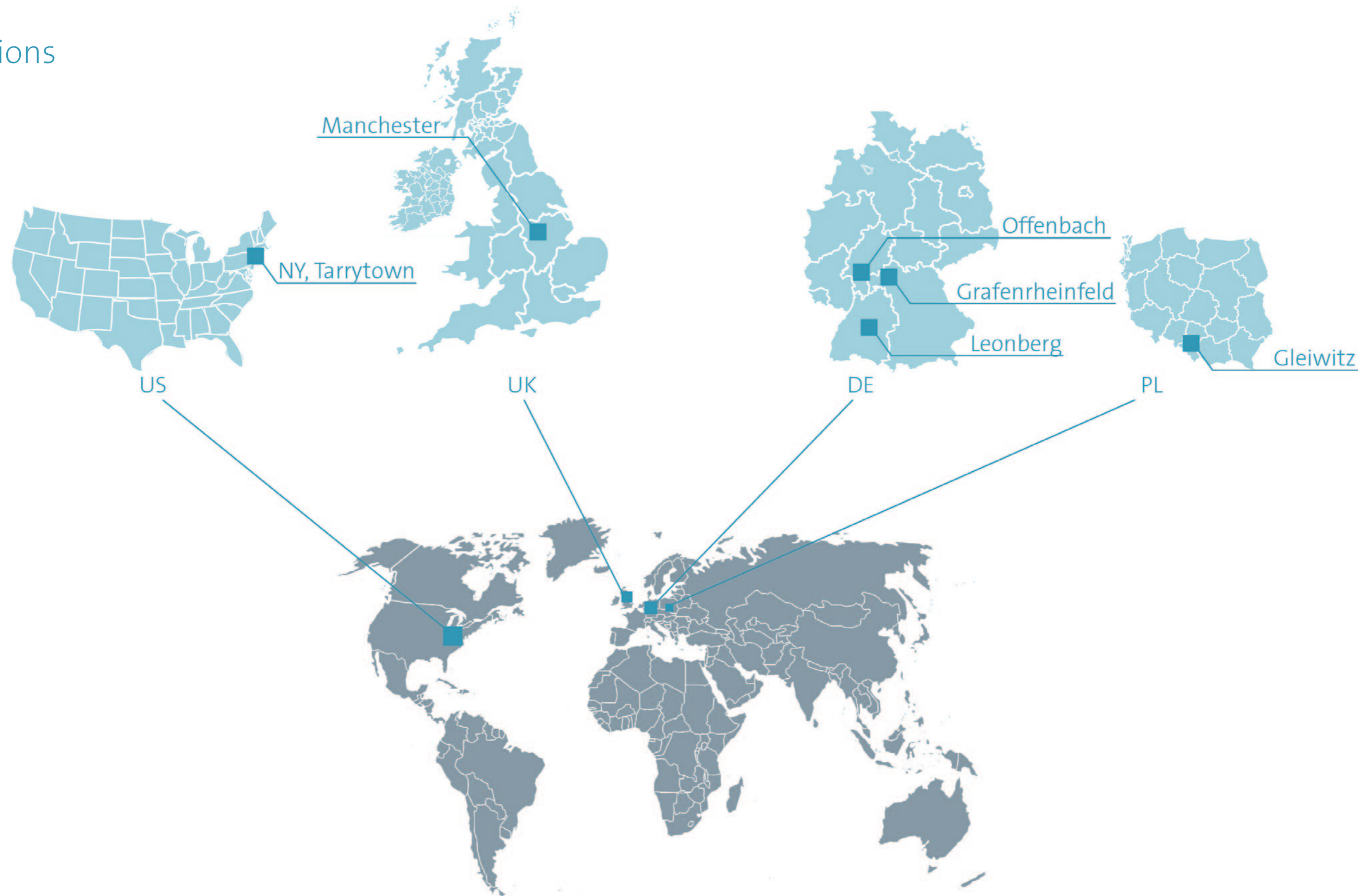
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Definitely a good solution