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Dear readers,

The previous business year of FIS GmbH can be summarized as a combination of new and proven topics. In 2015, we have continued to deal intensively with SAP HANA and thoroughly checked, for instance, different processes in SAP S/4HANA Finance together with SAP. In a large-scale proof of concept, Sanitas Troesch, a long-standing FIS customer and sanitary specialist, determined the gain in performance during the productive use of SAP BW on SAP HANA. For this purpose, FIS and FIS-ASP provided Sanitas Troesch with an optimized HANA-based SAP BW test system running in parallel to the production system over a period of four weeks.

Fall came up with some news on HANA when SAP introduced the current 1511 update for SAP S/4HANA. More details can be found in these FIS NEWS. Read more in this issue about food producer Hengstenberg who updated its EAI infrastructure using FIS/xee® and why German medium-sized companies count on sustainability and regional proximity as offered by FIS-ASP when it comes to using Cloud Services.

FIS introduced all new developments for S/4HANA or Cloud at events such as the DSAG Annual Congress. Visitors to this event showed strong interest in "eInvoicing according to the ZUGFeRD standard". More than 100 visitors to our partner lecture wanted to know how BwFuhrparkService GmbH created with FIS the technical conditions for electronic invoice exchange according to the ZUGFeRD standard.

This year, we postponed our traditional innovation day until fall, which, however, did not reduce the interest among visitors. In 20 lectures, more than 240 participants learned about the latest SAP trends and solutions at Schweinfurt Maininsel Conference Center on October 15. This year's motto was "Experience innovation and performance!"

Next year, we will further expand our service and organize regular webinars. Customers will gain exclusive information on product developments, legal changes or the latest trends from the SAP world. Moreover, we will regularly focus on specific current topics, such as eInvoicing according to the ZUGFeRD standard.

As you can see, we have a lot on our agenda. But first of all, I wish all our customers and business partners, on behalf of the entire FIS team, a merry and peaceful Christmas and all the best for the New Year.

Cordially yours,



Ralf Bernhardt,
Chief Executive Officer

Next Generation ERP with SAP S/4HANA Enterprise Management 1511

With some pride, SAP introduced the latest update of its new SAP S/4HANA Enterprise Management software in November. The update is called "1511", with "15" and "11" representing the year and the month of availability. The 1511 update is the first big wave of further innovations for SAP S/4HANA delivered by SAP, Walldorf.

SAP S/4HANA Enterprise Management is not only an update or a new release of the well-known SAP ERP Business Suite. It is a new high-tech product of SAP SE offering an innovative in-memory database and new database architectures, an award-winning user interface (UI) and completely revised applications, a natively integrated business logic as well as hyperconnectivity. This is exactly why the Walldorf-based high-tech factory provides predefined transformation and migration channels into the new S/4HANA world.

SAP S/4HANA Enterprise Management is based on the SAP HANA platform and includes all business-critical processes of a company. The solution offers core functions for continuous processes, such as sales process (order to cash), production process (plan to product) and purchasing process (procure to pay). It also includes functions for financial accounting.

SAP S/4HANA Enterprise Management enables companies from various industries to get ready for the digital future. As digital centerpiece, SAP S/4HANA Enterprise Management helps promote the digitalization of business-critical processes in the entire company and to simplify it in all corporate areas. Current corporate information from one central source enables the forecast and simulation of future business results within a very short time. The new suite connects people, devices and business networks in real-time to provide added value in the digital world, enable new business models and, consequently, increase the success of a company.

Moreover, SAP S/4HANA Enterprise Management supports the inclusion of employees, improves the cooperation with vendors and customers and manages more effectively data from sensors, devices, equipments and social networks.

With its 1511 Release, SAP SE combines even more its solution and technology portfolio with S/4HANA and offers simplifications for all user departments. The new simplified version of SAP S/4HANA Enterprise Management now includes not only financial accounting but also all areas of a "standard" ERP, such as materials management, production, procurement, sales and distribution and planning. Along with the new 1511 Release, SAP has also restructured the terminology: the "SAP simple solutions for business areas" has been renamed to "SAP S/4HANA solutions for business areas". "SAP Simple Finance", for instance, is now called "SAP S/4HANA Finance." "Simple Logistics" is no longer used in the future.

Regional and Sustainable – FIS-ASP Cloud Services



Many mainly large cloud and outsourcing providers deny the marketability of outsourcing without offshore supply in Germany. Robert Schuhmann, managing director of FIS-ASP, the "data center provider" within the FIS group, does not share this view. In his opinion, four good reasons speak for the fact that a regional and sustainable supply will be important to small and medium-sized businesses in the future as well.

1. Fixed contact persons

Customized flexibility and fixed service contact persons guarantee security, speed and project success. This effici-

ency is often difficult to achieve when collaborating with virtual teams and regularly changing contact persons.

2. Service quality and individual solutions

Small and medium-sized businesses feel rightly uncomfortable with cloud solutions that often do not provide competent contact persons. In contrast to a communicative customer self service, customer and supplier benefit from the personal contact, which is the basis for a mutual and perfectly tailored service offer and a strong partnership.

3. Management effort

Cloud solutions mostly focus on single and dedicated services. Small and medium-sized businesses, however, take a more global view on IT – not least in order to keep the solution management effort controllable. This cannot be achieved if the required services have to be distributed to several providers. "One-stop" cloud services relieve the management in this regard and maximize the customer's benefit.

4. Speed and cost transparency

Especially large providers regularly offshore customer systems. Result: a short-term increase in profit margins at the expense of long-term customer relationships. Slow project implementations and lower service quality are often the price businesses pay for superficially lower costs. Small and medium-sized businesses, however, need price certainty and transparency since they think in the long term.

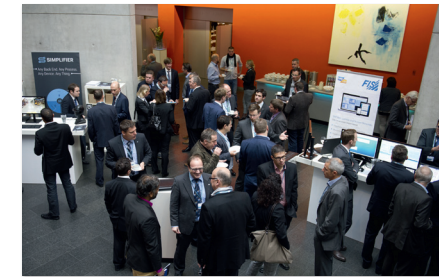
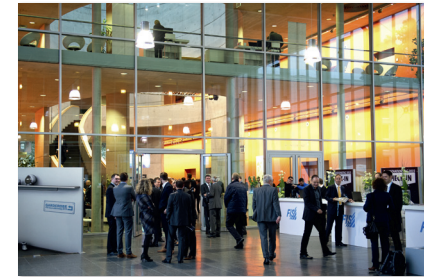
In order to offer customized and "Made in Germany" services at attractive prices, Robert Schuhmann and his team put the focus of FIS-ASP to this justified sustainability demand of the small and medium-sized businesses: "The 'one-stop' idea, i.e. being able to offer customers the widest possible range of services where other suppliers only provide the operation of one single database, will continue to be a characteristic of FIS-ASP in the future."



Experience Performance Live at the FIS Innovation Day 2015

Every two years, FIS organizes its Innovation Day and presents its entire solution portfolio and the latest developments of wholesale-specific and cross-industry IT solutions in the SAP area. On October 15, 2015, the Innovation Day once again took place at Maininsel Conference Center in Schweinfurt. More than 130 customers and interested parties were given information about the latest SAP trends and solutions in 20 lectures on innovation and performance. With this year's Innovation Day under the motto "Experience innovation and performance!", the SAP partner with "Gold" status was able to top the number of participants of the last event.

Five innovation forums – User Experience & Usability, iBeacon & Internet of Things, SAP HANA, Augmented Reality and Vocational Training – were available where users and process experts demonstrated live the new business possibilities opened up by the current SAP innovations



and the performance achieved by the latest SAP technologies. Many SAP customers want to make their system landscape ready for SAP HANA. The Innovation

Day 2015 participants were also interested in the current SAP top issue and obtained first-hand information on the latest developments by Martin Elsner, head of Customer Value Sales at SAP Deutschland SE & Co. KG, whose keynote was about "SAP's Next Generation Business Suite S/4HANA". Mobility with SAP Fiori, Industry 4.0, personnel management solutions, CRM or shop applications – this year's FIS Innovation Day program was extremely diversified. The lecture on FIS/edc® in the internal rollout given by Robert Lackner from SPAR Österreichische Warenhandels AG was

very well attended. The automated data exchange topic also attracted strong interest and was covered by theme blocks such as "Extended supply chain from the FIS Cloud – automated integration of vendors via WebEDI" and "Automated communication with FIS/ xee® and ZUGFeRD – increased efficiency through digitization at SGBDD".

"Master data jugglers, document reading artists and document tamers – clear the ring for new technologies!" was the name of the lecture held by Christian Hüsing, head of FIS/EIMSolutions. In a very personal way, experts of the individual user departments showed the integrative interaction between the individual SAP add-on solutions of FIS.

Ralf Bernhardt, managing director of FIS GmbH: "Numerous registrations and positive feedback demonstrate that this year's Innovation Day program once again was at the core of interest of our customers and the SAP users in general."

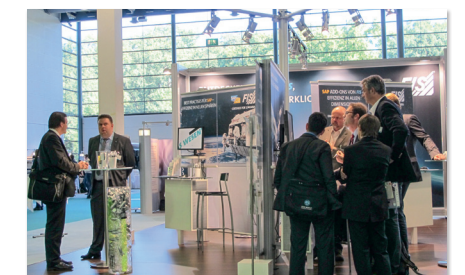
DSAG Annual Congress 2015: High Demand for eInvoicing According to the ZUGFeRD Standard

This year again, S/4HANA and the Cloud set the thematic cornerstones at the past DSAG Annual Congress 2015. FIS as well introduced new developments and noticed at the same time a growing interest in "E-Invoicing according to the ZUGFeRD standard" among the SAP community. As a consequence, the FIS partner lecture on this topic was one of the most attended at this year's DSAG Congress.

Far more than 100 visitors wanted to learn how FIS customer BwFuhrparkService GmbH has created the technical conditions for the electronic invoice exchange (eInvoicing) according to the ZUGFeRD standard using the FIS ZUGFeRD module. Inna Metzler from the application support at BwFuhrparkService explained the use of the FIS/edc®

Invoice Monitor for entering, processing and releasing incoming invoices. FIS/edc® is part of a completely integrated FIS process module helping enterprises such as BwFuhrparkService get ready for ZUGFeRD. Enterprises currently focus on sensitizing their vendors to this topic in order to significantly increase the percentage of incoming ZUGFeRD invoices in the short term. The strong interest in this issue is also reflected in the great demand for respective webinars offered by FIS – the last one was attended by some 100 participants.

The FIS ZUGFeRD process module is one the SAP add-ons. They also include the FIS/rdi® product line which has been presented to an interested expert community at the DSAG Annual Congress.



Specifically the solutions for telesales and object management were lively demanded and discussed.

Finally, the "HANA readiness" issue was in demand at the FIS stand. Many SAP customers want to create the technical conditions and make their system landscape ready for SAP HANA. FIS is the right contact for them since its solutions fully rely on SAP S/4HANA.

Sour Quality Products Smoothly Transmitted – Hengstenberg Updates EAI Infrastructure

Usually, middleware systems for electronic data exchange work quietly and efficiently in the background. If they are no longer technically enhanced, the communication with external partners might get stuck. This is why food producer Hengstenberg from Esslingen has decided to install *FIS/xee®*.



Some 11,000 sales orders per year are delivered to over 40 countries

Hengstenberg GmbH & Co. KG is a traditional, family-run company and has specialized in fine pickled quality products for 140 years. Hengstenberg employs some 500 persons at three locations in Germany. The company exports in more than 40 countries, among them, in particular, other EU countries but also the US, Russia and Japan. For many years,

FIS has been Hengstenberg's consultant partner for warehouse logistics and has supported the company in building new infrastructure for the storage area – an appropriate basis for the decision to rely on *FIS/xee®* as an SAP-certified and expandable solution for Enterprise Application Integration (EAI) in the future.

The traditional Swabian company has all large food retailers among its customers. With them, Hengstenberg exchanges various message types: inbound sales orders, outbound delivery notes, shipping orders and invoices. In the past, these documents were sent via fax or mail and purchase orders were entered manually in SAP. Twelve persons were involved in order processing.

These times are long gone. Hengstenberg decided to replace the obsolete converter by an advanced process integration solution deeply integrated in SAP. Now, the messages are transmitted via EDI. "In this area, many products are rather based on an individual user interface. With the FIS solution, however, everything can be configured, controlled and monitored from SAP," says Paul Schmidt,

IT employee at Hengstenberg. "This results in a high level of user convenience, which is the key advantage for us." The SAP integration of the FIS component is another advantage for Hengstenberg when it comes to archiving: the SAP system is connected to an audit-proof archive system via ArchiveLink interface.

Currently, the SAP system of Hengstenberg is connected via *FIS/xee®* to almost the entire German commercial landscape plus a small export share for Luxemburg, Belgium and Spain. On the whole, there are 44 partner connections. Every year, the company receives some 11,000 sales orders and sends 24,000 shipping notifications as well as 20,000 invoices using *FIS/xee®*.

FIS was responsible for the complete project management including go live and follow-up assistance. The migration was completed within three months only – "mostly without making noise," confirms Frank Müller, SAP/EDI professional at Hengstenberg.



Rhein-Main Branch Office Celebrates 10th Anniversary

It was ten years ago that the Rhein-Main branch office of FIS GmbH was founded in Offenbach. With a small party, this anniversary was celebrated in November. The site of the new branch office had been selected deliberately at that time: located in Central Germany and close to the Rhein-Main Airport, the Offenbach branch office is nowadays a well-liked meeting location for the entire company.



Business was started in July 2005 with five employees. The founding members were specialists for OCR and document reading. It was from this branch office that technical and sales factors, which are nowadays responsible for the success of the *FIS/fci* document reading solution, were significantly promoted.

By now, almost 20 persons are permanently located in Offenbach's "Spremlinger Landstraße". They come from

different departments: "Development", "Support" and "Consulting" for *FIS/fci* as well as "Inside Sales" of the "Smart Products" Business Unit. Furthermore, parts of "Marketing", "Telesales" and "Sales and Distribution" of the "Smart Products" Business Unit as well as of the "*FIS/edc®* Support" are located in Offenbach.

The cooperation between the colleagues in Offenbach and with the Grafenrheinfeld headquarters has traditionally been characterized by an almost familiar atmosphere. As a consequence, there is nothing to stop the branch office from celebrating its 20th anniversary for the time being.

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