



FIS MAGAZINE

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New Year – New Beginning 2020

We at FIS also have a small new beginning: With our newly published FIS Magazine, we provide you with valuable articles for your everyday business routine. Twice a year, we inform you about current topics relating to FIS, SAP and the market.

It is not only us who are changing through this new format – you are also constantly confronted with changes, whether in personal or professional life. My motto: Let yourself in for something new and stay curious!

Ralf Bernhardt, Managing Director





BAYERNS BEST 50



Bayerns Best 50 FIS RECEIVES AWARD

With the “Bayerns Best 50” award, the Land of Bavaria each year honors medium-sized companies that identify and make use of **new opportunities for growth and employment.**

FIS has shown particularly strong growth during the last few years and has been able to increase its sales and the number of employees at an above-average rate. Therefore, the company is one of the **winning 50 medium-sized companies** which received the “Bayerns Best 50” prize awarded by the Bavarian State Ministry of Economy, Regional Development and Energy in July.

“The fact that we have received this prestigious award is a great confirmation for the entire staff and the work performed during the past years.”

Christian Lang, Management Board Member

FIS owes its positive business development among other things to its commitment to the promotion of **young talent.** At FIS, young talents can complete, for instance, a vocational training or a dual study program. This year for the first time, FIS also offers a six-month trainee program as an SAP consultant.

We are **FIS**

Together we have been mastering the challenges of digitization in a corporate environment since our foundation in 1992. This is what we are proud of!



“Our founder, Gert Lang, already attached great importance to cohesion. We live this sense of community to this day.”
Consultant at FIS



Did you know?
FIS is a member of the PEPPOL authority.

End of maintenance for SAP Business Connector REDESIGNING INTERFACES

SAP Business Connector (BC) is still frequently used to **configure interfaces**, such as for the connection of the ELSTER interface. The imminent **end of maintenance of SAP BC on 2020/12/31** triggers considerations about new possibilities for interface management. With suitable solutions, such as *FIS/xee*, your existing processes and systems remain stable and future-proof.

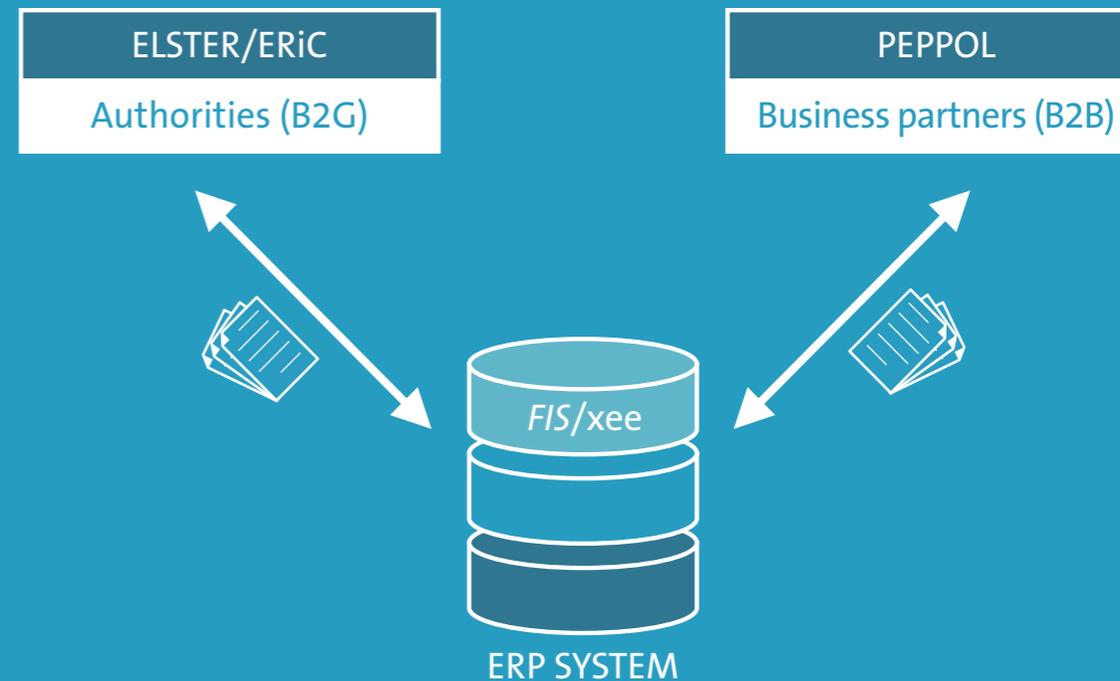
Enable ELSTER and PEPPOL

In this way, you can position yourself for the future by, for instance, mapping the recently obligatory ERiC interface, which replaces the ELSTER interface, with *FIS/xee*. The increasingly important protocols or formats for exchanging electronic documents (such as PEPPOL or ZUGFeRD) are also taken into account.

Ensure flexibility and independence

Tools, such as *FIS/xee*, offer you maximum flexibility. Your users can adjust mappings or communications independently and easily. Consequently, you reduce the running costs as well as the response times to changing requirements, such as new protocols and formats. **The transition to a new interface solution is a possibility for you to rethink your processes and make them even more efficient.**

Digital networking with authorities and business partners B2G AND B2B COMMUNICATION



“We particularly liked the clarity and the ease of use. Our employees had a very easy transition due to the integration of the FIS/xee system into SAP.”

Wilfried Mast, Häfele GmbH & Co KG



Full speed on the digital fast lane FIS INSITE 2020

FIS insITE awaits you with PS experiences and concentrated expert knowledge in Dettelbach's Area One. You will gain insights into fields of action that will determine your competitiveness in a digital future.

What you can expect:

- **Customers report** on real challenges and successes of their digitization projects and change processes. Benefit from these experiences!
- **FIS specialists inform** you about new technologies and show you how you can optimize dusty business models and processes with innovative solutions and transfer them into the digital age.
- **Top-class keynote speakers and experts inspire** you to question, rethink and, above all, to tackle digital change.
- **In workshops, you become active yourself** and develop concrete concepts and solutions for your business.
- **Make and deepen valuable contacts.** You can look forward to the exchange with top decision-makers from different corporate divisions and industries, who are facing the same challenges as you. The evening event offers an exclusive platform for **networking with BBQ & cocktails.**





Marketplace success with system integration

FIS/TRADEFLEX CERTIFIED BY SAP

Amazon, eBay, OTTO or mercateo: **Online marketplaces** open up unique advantages for providers, such as the possibility of opening up new sales markets and customer groups and profiting from the wide reach of the platforms.

Integrated sales processes

In order to exploit the full potential, companies must succeed in **fully integrating** the channel into their own e-commerce strategy, but also into business processes and the ERP system. It is important to take a holistic view of the sales process as the sale of a product via an online marketplace begins long before the order is placed and does not end with the receipt of payment.

Seamless connection to SAP ERP

The SAP-certified **FIS/TradeFlex** application based on SAP Cloud Platform offers the optimal opportunity to seamlessly integrate sales on the marketplaces into the SAP ERP system. In doing so, all steps of the order-to-cash process as well as upstream and downstream steps can be managed in one solution.

By using SAP Cloud Platform Integration, the API interfaces of B2C and B2B platforms are integrated without individual development efforts and in a **time- and money-saving manner**.

Online sales amounted to
53.3 bil. €
in 2018.
(2000: 1.3 bil. €)

„HDE-Online-Monitor 2019“, IFH Köln

74 %

assume that half of
company purchases will
be made online in 2025.

„Online-Kaufverhalten im B2B-E-Commerce 2018“, ibi research

53 %

of consumers start their
product search at Amazon,
only 21% at Google.

„Pricing Lab 2017“, exeo Strategic Consulting AG und Rogator

9 out of 10

underestimate the effort to
make product data usable for
the online shop or marketplace.

„Online-Kaufverhalten im B2B-E-Commerce 2018“, ibi research



Did you know?
 The SAP EWM Warehouse Management solution by FIS is validated by the Fraunhofer Institute for Material Flow and Logistics.

Stock Room Management SAP WM STAYS IN SAP S/4HANA AFTER ALL

The rights of use for SAP WM in SAP S/4HANA expire at the end of 2025. In the future, the former WM in SAP S/4HANA will continue to be operated with the most important functions under the title „Stock Room Management“ – even after the compatibility mode has expired.

This is a classic SAP WM, but in a slimmed-down form, without functionalities, such as Task & Resource Management (WM-TRM), Cross Docking (WM-CD) or Yard Management (WM-YM). These and some other functions may **no longer be used in SAP S/4HANA as of 2026** as SAP withdraws the usage rights.

Recommendation of the FIS experts:

Although this will ease the pressure of migrating the logistics software, SAP customers will generally not be able to avoid changing the SAP Business Suite (ECC) until the end of 2025. Stock Room Management can be an **interim solution and intermediate step** on the way to warehouse digitization. However, the recommended solution for new customers and a future-proof strategy is and remains SAP EWM (embedded).



Cloud-Based CRM Solution KÄSSBOHRER RELIES ON SAP SALES CLOUD

In the past, Kässbohrer's sales department was repeatedly faced with the challenge of working in various systems in order to obtain an overview of the relevant customer and vehicle data.

That was the reason why **Kässbohrer Geländefahrzeug AG**, the world's leading manufacturer of snow groomers and beach cleaning vehicles, decided to implement SAP Sales Cloud to support its sales activities. As integration partner FIS impressed with its expertise in **connecting the CRM solution to the SAP ERP system as well as to other systems** in use.

Result:

After the implementation of SAP Sales Cloud, it has become the **central customer information system** for Kässbohrer's worldwide sales staff in a very short time. CRM and ERP are seamlessly connected. Different data sources are brought together on one platform. An app also enables **mobile access** to relevant data and documents while out of the office. The sales department thus maintains an overview at all times and everywhere.

“One of the greatest FIS assets is the quick adjustment to individual customer requirements without major code changes.”

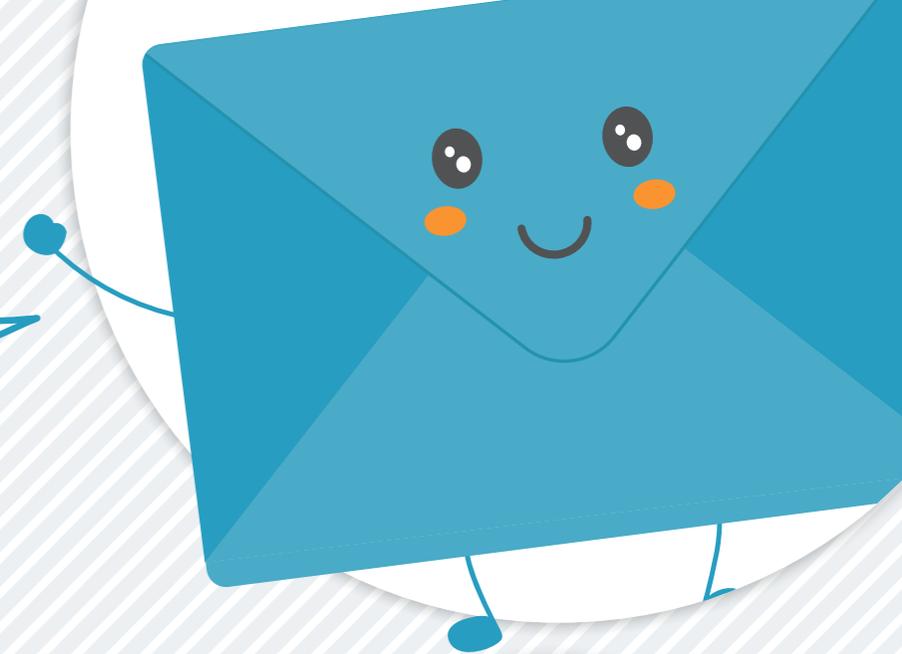
Karl Dieing, Head of IT at Kässbohrer





FIS – TAILORED SOLUTIONS FROM A SINGLE PROVIDER

- ERP implementation and transition (SAP ERP and SAP S/4HANA)
- Retailing for the technical wholesale
- Solutions for anything to do with warehouse logistics
- Master data and document management for SAP
- SAP solutions for the HR department
- Business partner integration and interfaces
- Certified support for FIS and SAP products
- Marketing, e-commerce, CRM and service
- Hosting and Managed Services
- Cloud platforms for transport logistics
- Nearshoring



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