



# FIS NEWS: EDITION 06/2019

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Dear readers,

Do you remember Solar Valley? It was not the lack of technical innovation capacity that brought the solar industry in Saxony-Anhalt to its knees some years ago. The fact that today's worldwide production in this area is largely dominated by China rather has political reasons. Germany's economy is definitely innovative and so it should be in the era of digitization and disruption. In its latest 2019 innovation report, audit company Deloitte has examined how European companies use digital technologies for creating innovations. They showed great willingness to invest in new technologies: Almost 90 % of those questioned expect an increase of their innovation budgets by 2021. Data analytics and cloud computing, artificial intelligence, augmented and virtual reality as well as robotic process automation are the most important technology issues.

We, too, would like to assist you in remaining fit for the future and keeping pace with current trends. We use these new technologies to optimize SAP standard, accelerate processes and improve quality.

Currently, for instance, we are working on further automating the classification of cost accounting by machine learning. Machine learning as a sub-area of artificial intelligence can also be used for further application areas, e.g. cross-system material search or the transfer of classification systems such as ETIM. This opens up another field of application from which we would like to develop individual solutions together with you.

In the e-commerce area, for instance, the SAP Commerce Cloud solution supports the direct transport of information from the ERP system

to the online shop. In this way, information will always be kept up to date. The integration of speech recognition into the digital *FIS/Berichtsheft* (report booklet), our cloud application for training companies based on SAP Cloud Platform, assists trainees in making their daily booklet entries. Our customer Sonepar as well has taken an important step for the future. A sustainable and advanced IT base was created by the implementation of SAP S/4HANA. This transition represents one of the largest S/4HANA transitions in Germany with regard to document volume.

Another example of innovative solutions is the way our FIS-iLog subsidiary benefits from cloud technologies and ongoing logistics digitization to enable the efficient management of returnable transport packagings. Learn from the current FIS News how we as a powerful and reliable partner can help you remain fit for the future through innovations. Enjoy reading!

Cordially yours,



Wolfgang Ebner  
Managing Director,  
Head of Business Unit Smart Business Solutions



## FIS AGILITY AND INNOVATIONS – ARTIFICIAL INTELLIGENCE, MACHINE LEARNING AND THE LIKE



To optimize SAP standard processes, FIS is permanently developing new methods and procedures also using new technologies such as artificial intelligence (AI), machine learning (ML), internet of things and block chain. SAP Leonardo, for instance, is a good basis for this. Fully operational prototypes can be developed in no time from individual requirements in design thinking workshops and agile projects.

### Use in finance and accounting

Machine learning, a subdiscipline of artificial intelligence, is particularly useful for processing unstructured data since no typical rules can be defined here and set via Customizing. Consequently, recurring FI invoices without purchase order reference (e.g. mobile phone contracts) are predestined for using ML in invoice processing. Against this background, the FIS professionals are working on further automating FI invoice classification using ML. By importing thousands of invoices, the ML model learns which classes can be assigned to these invoices. Afterwards, the model independently classifies, for instance, services, freight costs or office supplies. This classifi-

cation also enables the automation of account determination (which general ledger, which cost center etc.) as well as, in the next step, approver determination.

Moreover, if bots and assistance systems are directly integrated in SAP, they can support the work of administrative staff by accessing SAP tables, importing updates and delivering results. The chatbot, for instance, can quickly and clearly provide qualifications for cash discount, background posting rates, worklists, posted documents etc. A vast field results from the use of blockchain technologies in various areas.

### Developments for wholesale material master data

For global material search, the SAP professionals of FIS have developed a search function on the SAP Cloud Platform that enables the users to search for relevant criteria (ETIM classifications, material texts etc.) in different databases and systems at the same time. Due to the cloud integration, the application can be called from the customer shop, the ERP user and a classical mobile application. Moreover, text mining enables the comparison of service specifications (e.g. in GAEB or PDF format) with classifying attributes and their assignment to the articles. Currently, ML is being tested for this business case.

### Individualized application fields conceivable

Over the next few years, the number of use cases for the specific use of these technologies in practice will increase considerably. FIS is currently discussing possible fields of application and it provides the required manpower and know-how to push forward individual developments together with you and design practical solutions therefrom.

## CARLOS COMMERCE DEVELOPS NEW DISTRIBUTION CHANNELS

Do you know the story of Carlos? No? Please listen!

Carlos Commerce works for Algorithmus GmbH, a likeable company that sells high-quality products. Yet, the company is far behind its competitors. Carlos often hears that potential customers do online research and prefer to shop online. Algorithmus GmbH does not provide such channel.

To solve the problem, Carlos contacts the professionals of the FIS Group who provide him with modules for his individual requirements. In his new online shop, he now can sell his goods round the clock and display them on a target group-oriented basis. The integration of a data conveyor belt keeps all information up to date and sends this information directly from the ERP system to the shop. Moreover, Carlos has been given further gadgets to provide his customers with the best possible service and, as a result, make them happier. The document management in his shop can be used to grant his customers a current overview of all important documents, such as



orders and open invoices for instance, at any time. Now, Carlos is able to better reach his previous customers and, what is more, new prospective customers will visit his shop. In this way, Algorithmus GmbH stands out from its competitors and, eventually, increases its sales volume.

Learn more about Carlos and his e-commerce success modules at [www.fis-gmbh.de/carlos-commerce](http://www.fis-gmbh.de/carlos-commerce)

## SUCCESSFUL TRANSITION TO SAP S/4HANA AT SONEPAR

Electrical wholesaler Sonepar gets ready for the future: At Sonepar, FIS carried out one of the largest S/4HANA transitions in Germany ever in terms of document volume. Sonepar Deutschland GmbH (Sonepar) decided to switch to the SAP ERP S/4HANA software as a future-proof and advanced IT basis. As in 2012, FIS again was Sonepar's implementation partner for the project. Sonepar now wants to make consistent use of the opportunities and possibilities offered by the new S/4HANA system.

The challenges were manifold: As a trading company, Sonepar traditionally has a very high transaction volume. The existing document volume of 2.4 billion document lines and almost 500 million documents had to be prepared in such a way that the data could be completely migrated over an extended weekend. It was therefore one of the largest S/4HANA transitions in Germany up to now in terms of document volume. FIS was awarded the contract for the transition due to the market orientation towards wholesale, the high expertise in the industry-specific SAP implementation as well as the long-standing partnership.

Migrations of this size require sufficient computing power. Mark Michaelis, managing director at Sonepar Deutschland Information Services GmbH, explains: "For this purpose, we were able to provide appropriate memory from our own server landscape and used any computer capacity we had for the migration. With FIS-ASP, we had a strong and experienced partner at our side."



The Brownfield approach with a step-by-step procedure was selected as implementation strategy. In the first project step, Sonepar replaced the previous Oracle database with the SAP HANA database. In the following month, customers and vendors were converted into "business partner" as a new master data object. Finally, the transition to the new financial software and document migration followed. SAP S/4HANA was then connected to other applications in the company via a distinctive interface landscape. The project with FIS and FIS-ASP was now successfully completed right on schedule.

Mark Michaelis sums up the go-live as follows: "A series of jobs are already running much faster with the new HANA-based financial accounting system. Nevertheless, we have only created the technical basis to make optimal use of this technology for us. In the future, we will fully exploit the chances and possibilities offered by the S/4HANA system."

The FIS world is getting mobile: Visit the 20th DSAG Annual Congress to learn more about the efficient and mobile solutions FIS provides for your company.

**September 17 to 19, 2019, Nuremberg Exhibition Center**



[www.fis-gmbh.de/dsag](http://www.fis-gmbh.de/dsag)

## TRAINEES IN THE STARTING BLOCKS AS #IMPROVERS

FIS is expanding its efforts to train young academics by adding the "FIS Trainee Program" module, which trains them to become SAP Consultants (m/f/x) in six months.

On April 23, 2019, a total of nine candidates were officially given the starting signal for their six-month training as SAP consultants. Despite the short application phase of the program, the expectations regarding the number of participants were exceeded. Christian Lang as a member of the management board is very pleased about the positive response to the FIS trainee program.

The three-level training concept starts with a basic training and the familiarization with the internal organizational and process structures. In this phase, a team-building measure also contributes to the positive atmosphere between the actors and the responsible mentors of the trainee program. In the second

training stage, the young professionals receive their central SAP training, which is supplemented by various soft skill training courses. During the last 12-week training phase, the learned contents are applied and deepened in a training company.

Once the trainee program has been successfully completed in October 2019, the certified SAP consultants will be given permanent employment contracts and sent to one of their preferred departments, i.e. Consulting, Support/In-house Consulting or Enterprise Information Management, so that they can fulfill their vocation as #improvers.

In this way, FIS has implemented another important element in its human resources policy, which aims to attract and train new talents and skilled labor.

Further information: [www.fis-gmbh.de/bessermacher](http://www.fis-gmbh.de/bessermacher)

# IRETPLAT BY FIS-ILOG SOLVES PROCESS AND MANAGEMENT CONFUSION IN CONTAINER MANAGEMENT



It is a marginal issue which is paid little attention to, and yet it devours much time and money: the container management of returnable transport packagings (RTP), often referred to as “stepchild and problem child of corporate logistics”. Logistics digitization enables the simple, efficient and profitable management of this process as well in an intelligent way without changing the technology platform.

## The starting situation

Today, the goods movements of reusable load carriers are still mostly managed in physical storage folders, Excel and the like and multiple copies of paper documents (pallet slips etc.) are exchanged and sealed by the exchange partners. Every actor within the supply chain manages their own dataset in individual data silos. An overview of stocks and balances of all RTP is hardly possible at the push of a button. This results in nontransparent and uncoordinated loading equipment accounts and balances.

## Full transparency across the supply chain

Lean cloud solutions, such as iRetPlat, simplify loading equipment management by omitting complex processes. With its iRetPlat solution based on SAP HANA, FIS-iLog has developed a product for the barrier-free management of returnable packagings. Users from all industries can optimize the daily management of euro-pallets, wire mesh boxes, containers and (small) load carriers. The

entire exchange network as well as commodity flows and accounts are mapped on one platform. For exchange partners that do not wish to use the platform, a “silent” returnable packaging account is maintained for each goods receipt/issue. It is therefore easy to get an overview of all RTP and their goods movements. Instead of a shadow management in storage folders and the like, only one technology basis, the iRetPlat, is required to manage all returnable packaging movements and trigger the subsequent processes.

“We have optimized the previous analogous container management processes by using an open and scalable Internet platform. In the platform, users can manage their loading equipment accounts independent of the device, e.g. via PC, tablet or cell phone. All participants have the full transparency of their mutual loading equipment movements without having to open their own ERP system for third parties. As a result, container flows become predictable and stocks and balances can be called in real time,” says Karsten Becker, managing director of FIS-iLog since 2019.

FIS-iLog also describes the digitization in container management in a whitepaper explaining why it is medium-sized companies in particular that benefit from cloud-based software and why platforms and network effects are so crucial for future security.

Learn more at: [www.fis-gmbh.de/iretplat](http://www.fis-gmbh.de/iretplat)

## DIGITAL REPORT BOOKLET: STARTING THE NEW TRAINING YEAR WITH SPEECH RECOGNITION

The *FIS/Berichtsheft* turns duty into pleasure. The mobile application considerably simplifies not only the entry of the activity reports but also the correction and control of the reports. The speech recognition function further simplifies this. By using the cloud application, training companies refer to the digital daily behavior of the trainees and, at the same time, strengthen their image as a modern employer.



stance, directly on the way home on bus and train. Entering the daily tasks will be as simple as recording a voice message to a friend. Later, recorded voice reports can be formatted at the laptop in an attractive manner. Trainers and training supervisors are responsible for reviewing and controlling the activity reports, which can now be done any time and anywhere. Correction proposals can easily be recorded and sent to the trainee with only one click.

The report booklet on the basis of an SAP cloud platform solution is an important component of vocational training 4.0 since basic IT knowledge is taught in the fully digitized process of keeping a report booklet. Trainees are enabled to enter their activities in a mobile way via all device types. The intuitive speech recognition additionally simplifies the documentation of activities. The report booklet can be updated, for in-

When will you get started and impress your trainees with advanced technologies? With the digital report booklet by FIS, you take a basic step towards vocational training 4.0! Learn from our new short film how JTI Sonneborn Industrie GmbH (VELUX) faces the vocational training 4.0 vision using the *FIS/Berichtsheft*: [www.fis-gmbh.de/berichtsheft-film](http://www.fis-gmbh.de/berichtsheft-film)



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