News 12/2012

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Dear Readers,

An eventful year is drawing to a close with FIS GmbH celebrating its 20th anniversary. This is reason enough to be particularly happy about the continuing growth of FIS GmbH. During the last few months, FIS has been able to win numerous new customers, among them renowned international companies. Within the FIS Group, more than 450 employees take care of the customers' concerns.

One of them is Gerd Scheuerer, former managing director of All for One Steeb AG. He will become head of the Technical Wholesale Business Unit in January 2013.

I am convinced that we have set the right course with regard to a continuing positive development of FIS GmbH by winning this experienced colleague after the sudden death of our company's founder Gert Lang in the middle of this year. Gerd Scheuerer is a SAP manager with profound industry expertise and excellent relations within the SAP landscape. We are extraordinarily pleased to strengthen our team with such an experienced expert.

In order to respond to the continuing increase in staff, we built a modern office complex at our headquarters in Grafenrheinfeld. In October 2012, the new building with a space of approximately 2,800 sqm intended for the offices of management, sales and distribution and marketing was opened on the FIS campus in Grafenrheinfeld.

A spacious customer lounge with seven conference rooms offers lots of room for meetings with customers and business partners. A customer parking lot as well as an attractive outdoor area with water will shortly complete the new complex.

The FIS Innovation Day 2013 is casting its shadow before. We offer it as a platform for customers and prospective customers to exchange and network experiences and know-how concerning cross-industry and wholesale-specific IT solutions at highest level – and benefit from each other. "Mobile scenarios" was one of the main topics of the last Innovation Day held in Schweinfurt in May 2011. Over 150 participants took the opportunity to become more familiar with the products and services offered by FIS GmbH.

On the occasion of the next Innovation Day taking place on May 14/15, 2013, we will present to you all new developments of the last few months and show you what you can expect from FIS in the future. Make a note of this date; the official invitation will be sent to you at the beginning of 2013.

I wish you the best of success for 2013! But before, enjoy reading our current newsletter.

Yours Truly

Ralf Bernhardt,
FIS Managing Director

Automated Invoice Management at Knauf Gips KG

With more than 150 production sites worldwide and 23,000 employees in over 40 countries, the Knauf group with head-quarters in Iphofen, Germany is one of the leading producers of building materials. Already in 1998, Knauf Gips KG had introduced an optical archive for digital documents wherein approx. 700 incoming invoices had been stored every day after having been processed.

Today, however, Knauf scans the invoices directly upon receipt, has their contents read and organizes their release via the SAP-integrated *FIS*/edc® workflow developed by FIS GmbH. The result: faster processing, improved overview, accrual basis and reduction of vendor dunning notices. "In particular the logical and easy-to-use *FIS*/edc® workflow structure has been a key factor in deciding in favor

of the solution," emphasizes Jürgen Adler, employee of G/L accounting at Knauf Gips KG. The Knauf team was particularly impressed by the extremely quick development of special requirements. "We are absolutely satisfied with the quick and smooth implementation of our spe-

cific requirements by the FIS experts," says Jürgen Adler enthusiastically.
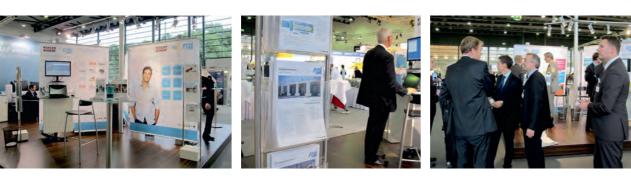
Event-Marathon in 2012

During the last 12 months, we have often seized the opportunity to make close contact with our customers and intensify above all our event activities in Switzerland and Austria. The Swiss Retail Technology Day is the industry meeting place for IT and process experts from trading enterprises operating in the field of food, fashion and lifestyle, consumer goods and consumer electronics up to specialized wholesalers. An excellent lecture on "E-Sales – an integral factor in trading transactions" by Mr. Schläfli from our reference customer Tobler Haustechnik AG completed our presence at this event.

ein in Linz/Austria on October 02. This year's motto: "Being mobile and social, out of the cloud ... into the ERP wonderland". Mr. Obermüller, head of the "Logistics & IT" business unit at Schachermayer-Großhandelsgesellschaft m.b.H., supported us by giving an outstanding lecture on "Successful enterprise expansion with SAP".

Another fair highlight in Switzerland was the topsoft fair in Zurich from 9 to 10 May, 2012 where FIS GmbH was represented for the first time focusing on its *FIS*/wws® retail solution for the technical wholesale.

rate divisions of FIS at one single stand with three work centers.

At the end of October, we successfully participated in the BGA Congress in Berlin. Once a year, executive boards, managing directors and owners from wholesale and trade associations meet here to discuss current topics. This year, political representatives lectured on topics such as transport policy (Federal Minister Dr. Peter Ramsauer) or EU energy policy (EU Commissioner Günther Oettinger). Dr. Bielert from F. Reyher Nchfg. gave an excellent lecture on "Champions

On October 31, 2012, FIS presented its solutions at the Gottlieb Duttweiler Institut (GDI) in Zurich-Rüschlikon. Shortly before this event, we participated in the 5th ERP Info Day at the Palais Kaufmännischer Ver-

The highlights in Germany were the DMS Expo with our focusing on SAP add-ons and synergies between DMS and email archiving and the DSAG Annual Congress with an unprecedented FIS presence: This year, the visitors to the congress found all corpo-

League logistics: a response to scarce resources": Various small events such as the "study and stay in Bavaria!" career fair, the Tools & Add-Ons für SAP ERP HCM Information Day or the BME Theme Day complete the event schedule for 2012.

SAP FI and CO at Electrical Wholesaler Sonepar Deutschland

Sonepar Deutschland distributes electrical appliances and installation material of leading national and international suppliers to customers in trade, craft and industry. The company relies on high-quality products and systems with meaningful and groundbreaking services. The accounting of Sonepar, the market leader in the German electrical wholesale, was successfully changed over to SAP. At the end of November 2012, the project ended with a perfect finishing event in Düsseldorf.

Within 20 months, approximately 20 company codes throughout Germany were successfully put into productive use. At peak times, the committed project team consisted of a total of 60 FIS and Sonepar employees.

On April 01, 2012, the first companies went live with SAP, including Sonepar Deutschland/Region Nord-Ost GmbH based in Hannover (second largest opera-

ting company in Germany) as well as Holding Sonepar Deutschland GmbH and the service companies Sonepar Deutschland Financial Services GmbH and Sonepar Deutschland Information Services GmbH.

The changeover ran smoothly. Sonepar's large volume of documents, the interface landscape (approx. 30 interfaces) and complex business processes such as the pooled payment or the National Key Account process represented a major challenge. The entire range of tasks was implemented to the full satisfaction of the customer.

During the second roll-out, the largest German company based in Augsburg as well as the fourth largest company in Nuremberg were connected to the system. This changeover, which took place on July 01, 2012, was perfectly implemented as well. Subsequently, the remaining German companies were changed over to

SAP with the same success on October 01, 2012. Special emphasis is to be placed on the consistently outstanding cooperation between the project teams of Sonepar and FIS. Thanks to the great efforts by all persons involved, the project could be completed successfully.

Easier Creation of Electronic Balance Sheets with SAP Auxiliaries

Section 5b EStG (Income Tax Act) obliges companies in Germany to electronically submit their balance sheets as well as profit and loss accounts to the fiscal authorities. It includes a general "safe harbor" regulation for fiscal years beginning after December 31, 2012. XBRL (eXtensible Business Reporting Language) is used as transfer format. Fiscal years beginning after December 31, 2012 are to be declared with taxonomy 5.1 (version of June 01, 2012). Elster Rich Client (ERiC) is mandatory for data check and transfer.

SAP ERP supports the process of creating electronic balance sheets by means of the following functions:

- Parallel accounting (account/ledger solution)

- Taxonomy upload function as enhanced balance sheet and profit and loss structure

- Mapping function for operational accounts relative to taxonomy (GAAP)

- Maintenance view for maintaining master data relative to taxonomy (GCD)

- Queries for taxonomy download (GCD and GAAP)

For the further processing of balance sheet data, SAP provides additional modules requiring a license. The SAP Disclosure Management ensures automated processes to accelerate the "last mile of finance" including optional report elements and electronic balance sheets. The application improves the collaboration within the company by means of integrated communication, workflow and approvals across business units. The SAP Disclosure Management enables compliance and control by publishing comprehensible and reliable statements in multiple formats (including the XBRL format for communicating balance sheets to the fiscal authorities).

The SAP ERP Client for electronic balance sheets supports further business proces-

ses concerning electronic balance sheets. Consequently, mandatory specifications from SAP ERP, such as master data, reported financial data as well as proofs of account required for taxonomy can be included in the balance sheet. In a user interface optimally integrated in Microsoft Excel, you can manually add specifications and make the tax reconciliation. The module displays all data in an overview which allows you to control the electronic balance sheet before sending it to the fiscal authorities. So-called NIL values are also clearly visible.

Check and transfer data via ElsterRichClient (ERiC): After the statutory validation of the data via ERiC, the XBRL-based dataset is sent securely to the fiscal authorities. The FIS consultants are experienced in implementing SAP modules for the creation of electronic balance sheets and remain at your disposal for questions or the planning and execution of an electronic balance sheet project.

Successful Start for *FIS*/edc® at BTI Befestigungstechnik

BTI Befestigungstechnik is a new *FIS*/edc® user. Since November 2012, the direct seller specialist for the construction industry has productively used the invoice workflow developed by FIS GmbH. Like in numerous projects before, the solution has been adapted individually and in detail to the customer's requirements. Flexibility is one of the outstanding features of *FIS*/edc® and has been a key factor for BTI's decision in favor of this product. Going live has already run successfully.

With this reference project, FIS has provided a good basis for implementing the automated invoice receipt processing in further companies of Berner Group as well and for thereby taking advantage of the high process optimization potential.

FIS-ASP Cloud Solutions with HP - Matrix

The term "Matrix" is surely well known to everyone thanks to the homonymous movie trilogy. HP has given this name to its Cloud Computing products on which FIS-ASP has launched a project with the aim of testing the new Cloud Computing possibilities in the SAP environment.

The clever combination of hardware resources, virtualization and administrative software solutions intends to automatize virtual machines incl. a complete SAP sandbox installation and to make them available at customer request.

Kilian Hümpfer,
Projekt manager FIS-ASP

FIS-ASP is currently implementing the required scripts and Web user interfaces in order to be able to deliver SAP sandbox instances with a key-stroke and without customer involvement. The company strives to become even faster and safer and, at the same time, to address new markets. Kilian Hümpfer (FIS-ASP) is in charge of the project management and responsible for the matrix configuration.

For the work already performed, FIS-ASP was selected by Intel and HP for the Mission-Critical Innovation Award 2012 in the Data Center Modernization category and honored with the first prize. The prize was awarded at the EMEA "HP Discovery 2012" event in Frankfurt (December 3-6, 2012).

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