



FIS MAGAZINE

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2022 – FIS Paves the Way for the Future

This year, there was a lot going on at FIS: the restructuring of the management board, the groundbreaking ceremony for another office building, significant investments in our solutions and exciting customer projects.

These innovations provide us with a breath of fresh air to continue our successful strategy and achieve sustainable growth. We will continue to adhere to our values and remain your reliable partner for digitization projects in the future.

Take off with us and also dare something new – with fresh processes, smart systems and future-proof structures. We support you with the appropriate IT solutions!

Ralf Bernhardt

Ralf Bernhardt, Managing Director



SAP Competence with Certificate

MEDIENWERFT IS AN SAP PARTNER WITH “GOLD” STATUS

The FIS Medienwerft subsidiary has obtained the SAP “Gold” status, the highest status in the PartnerEdge program for channel partners. More than 200 successful e-commerce projects have already been implemented by the Medienwerft professionals. This work has now been rewarded with the SAP “Gold” partner status.

Medienwerft is part of the FIS Group and one of the most experienced internet agencies in Germany. Its core competence is the development of e-commerce solutions and digital marketing concepts. Both FIS and Medienwerft are now SAP partners with “Gold” status. Together, they are strong partners for SAP and Customer Experience.

Within the framework of the SAP PartnerEdge program, SAP awards the “Gold” partner status every year to partners whose services help customers improve the business value and who have achieved a high standard of performance. The status is based on a comprehensive point system used to evaluate competence and strategic orientation. The point system also considers outstanding customer references, successfully implemented projects as well as the development of innovative SAP solutions.

“We are particularly pleased about the SAP “Gold” status. It is the official recognition of our successful SAP services and competence to develop future-oriented solutions for our customers together with SAP,” says Frank Meier, technical managing director at Medienwerft.

Personnel Matters: New Organization for the New Year

INTRODUCTION OF THE NEW FIS MANAGEMENT BOARD

Dieter Ball and Dirk Schneider will take on the role as new managing directors from January 01, 2022, replacing Wolfgang Ebner and Frank Schöngarth as long-serving managing directors, who will be taking their well-deserved retirement in 2022.

Ralf Bernhardt comments on the reorganization: “On behalf of the entire company, I would like to express my sincere thanks to Wolfgang and Frank for their dedicated service since the company was founded 30 years ago. With our long-term preparation for personnel changes, we want to ensure a smooth transition for our customers and employees during the management realignment.”

Dieter Ball has been working for FIS since 1995 and was most recently responsible for the SAP ERP & Logistics division as a member of the management board. His new areas from 2022 will also include HRM and Business Process Integration. Dirk Schneider also looks back on more than 10 years of FIS experience and will in future take over the overall management of the Customer Centric Solutions division in addition to the Sales & Marketing departments. As CIO and new member of the management board, Stephan Wagner will be responsible for Customer Expert Services and Transition. His career at FIS also began more than 20 years ago as a consultant, most recently as department manager for customer development projects. Ralf Bernhardt is taking on the area of Enterprise Information Management in addition to his role as chairman of the management board. Christian Lang completes the management team as longstanding commercial manager.



f.l.t.r.: Stephan Wagner, Ralf Bernhardt, Dieter Ball, Christian Lang, Dirk Schneider



Full Speed for Shippers **IN THE FAST LANE WITH DIGITAL TRANSPORT SOLUTIONS**

Digitization of business processes, transparency in the value chain and increasing cost pressure – these are the three top trends in logistics according to a study of the German Logistics Association (BVL). However, the study results also point to the acute need for action to actively drive forward the digitization of warehouse and transport logistics.

Companies that act as shippers themselves or work with logistics service providers must therefore put their processes to the test. Commercial and industrial companies with transportation needs must also rethink their approach to meet the demands of markets and customers and remain competitive.

The good news: concepts and IT solutions already exist to meet these challenges. Used intelligently, they help to minimize paper mountains, simplify processes and automate them. Result: productivity and quality increase enormously. However, this can only be achieved if an efficient information flow between all process participants is ensured and providers, users and intermediaries are digitally networked.

Read more about
SAP TM



fisly.de/tm-en

4 TRENDS OF TRANSPORT LOGISTICS

and How Shippers are
Addressing It with
Software

I. DIGITIZATION

- Digitize information in one user interface: transport requests, invoices etc.
- Increase master data quality through tools
- Enable consistent data flows by means of system integration

II. INCREASING COMPLEXITY

- Establish collaboration platforms with partners (e.g. in the cloud)
- Automated control of processes and fleets
- Seamlessly connecting all IT systems with each other

III. COST AND COMPETITION PRESSURE

- Eliminate cost drivers such as empty runs through system-based planning
- Strengthen customer retention through real-time information and fast delivery thanks to efficient processes

IV. SUSTAINABILITY

- The use of electromobility reduces the consumption of resources
- Transport software ensures ideal vehicle utilization and resource conservation



Save the Date

31.05. - 02.06. 2022

Messe Stuttgart

FIS in Hall 8,

Booth F71



Closing the gap between marketing and sales and distribution **SAP MARKETING CLOUD AT PILLER**

Piller Blowers & Compressors GmbH is one of the technology leaders in the field of customized high-performance blowers and compressors for the process industry. For the company with more than 100 years of tradition, trade fairs and the personal exchange with customers play a major role. In order to also make the digital customer journey consistent, PILLER decided to introduce marketing software in 2020. The associated expansion of lead management was also intended to close the gap between marketing and sales and distribution.

The choice fell on SAP Marketing Cloud, which, in addition to marketing automation, also enables marketing and campaign planning as well as the creation of analyses. Furthermore, the application can be optimally integrated into the existing SAP landscape. PILLER oriented itself to the SAP standard version and was able to work with the solution after only a few months.

” FIS has shown us time and again how beneficial it is to stay close to the standard version, so we can work efficiently and agilely in the long term. In addition, we benefited from FIS’ many years of project and integration experience. It really was a top performance. ”

Frank Münzner, PILLER IT-Applications-Team

PILLER's marketing team now uses the campaign management based on real-time data as well as personalized targeting with dynamic customer profiles across all channels. Lead management functions create a transparent link between marketing and sales and distribution. Thanks to detailed analyses, decisions can be made on the basis of data. The management of marketing consents, which is regulated by the EU-GDPR, is also mapped automatically and in compliance with the law with SAP Marketing Cloud.

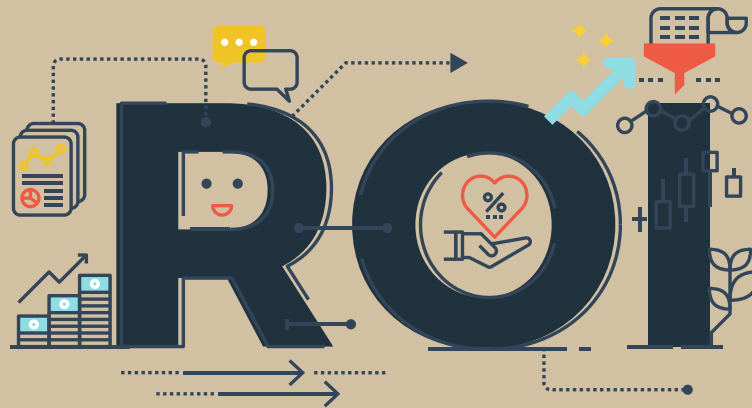
The next steps are already planned. "Right now, we are only using a small part of what is possible with the system. In the next step, we want to use, for example, the multilingualism of the marketing solution as well as the interaction via social media," explains Luisa B ker, Digital Marketing Manager and Project Manager SAP Marketing Cloud at PILLER.

Read more:



fisly.de/marketing-cloud-en





Master Data Tools for SAP

THESE FACTORS INFLUENCE THE RETURN ON INVESTMENT

High-quality master data is essential for business success. But for most companies, master data maintenance still means a high level of manual effort, not least because the SAP standard version only provides a basic set of maintenance transactions – essentially for maintaining individual data records.

With SAP master data tools, companies can accelerate their master data processes and benefit from additional functions such as mass maintenance, release workflows for master data adjustments and check routines for master data. Master data tools ensure much more efficient processes, for example, when updating purchase prices, maintaining customer and vendor master records or in material master maintenance. The employees involved are relieved and a consistently high data quality is guaranteed.

The costs of master data processes can be significantly reduced by implementing an SAP master data tool. But implementing such a tool means an investment: how can decision-makers justify it and when is such an investment worthwhile? If you know the influencing factors, you can easily put together a business case for this.

EXAMPLE SCENARIO: UPDATE OF PURCHASE PRICES

Once a year, purchasing departments face a Herculean task: the new price lists of the vendors are available. Now, the new prices must be maintained in the SAP ERP system. With a large vendor pool and an article master with thousands or even millions of articles, this task can quickly take on gigantic dimensions.

What factors influence the ROI of investing in a master data tool for maintaining pricing conditions?



Number of articles:

The larger the stock of purchasing materials in SAP, the more time it takes to maintain prices – and the faster a master data tool for mass maintenance of price conditions pays off.



Processing time:

The time spent by purchasing staff on condition maintenance must be taken into account when considering the cost/benefit of the master data tool. In addition to the workload of the purchasing department, the effort on the part of the IT department can also be included because often tools for price maintenance that have been set up by the company itself are maintained by IT.



Subsequent costs due to errors that have occurred:

If the purchasing department depends on its own makeshift solutions for price maintenance, it is easier for condition errors to creep into the production system. It may happen that, for example, purchase orders are created with incorrect prices, which leads to price discrepancies in the accounting system.

Such errors must then be cleaned up – a task that often takes hours or even days. These are effort costs that are avoided with a master data tool. Direct SAP integration and the use of a staging database (a type of “intermediate database”) ensure that only correct condition data enters the SAP production system.

*Read more about
Master Data Management:*



fisly.de/master-data



Reorganization of Complex Warehouse Logistics

SAP S/4HANA EWM IN USE AT FRÄNKISCHE

The transition to SAP S/4HANA at FRÄNKISCHE Rohrwerke Gebr. Kirchner GmbH & Co. KG started with the implementation of SAP EWM at the Königsberg headquarters. The high-performance Warehouse Management system was introduced under the responsibility of FIS together with the customer and its implementation partner. “The FIS consultants impressed us with their high flexibility and commitment and their motivation to support us wherever required,” emphasizes Uwe Schäfer, SAP IT Manager at FRÄNKISCHE.

The challenges at FRÄNKISCHE

- Complexity: more than 100 storage types in 24 buildings at the Königsberg location, up to 160 truck outbound deliveries per day
- Individual processes for differentiated business areas
- Necessary integration of all processes and systems

The FIS solutions

- SAP S/4HANA EWM (Embedded) for warehouse management
- Individual in-house programming (e.g. radio dialog for mobile picking, high rack connection)
- Integration of logistics processes into SAP processes

The benefits for FRÄNKISCHE

- Optimally integrated and high-performance warehouse software
- Go-live without system breakdown or restrictions
- High user acceptance due to early training

*Curious?
Read more:*



fisly.de/fraenkische-en



Conquer Online Marketplaces with *FIS/TradeFlex*

DISCOVER OUR PARTNER MARKETPLACES

With *FIS/TradeFlex*, you start with just a few clicks and without your own development efforts on the online marketplaces of your choice. As a central puzzle piece, *FIS/TradeFlex* connects your SAP system landscape seamlessly with the marketplaces and simplifies selling due to automated processes.

FIS/TradeFlex bundles information from your SAP system, PIM system and other applications in a central user interface. Smart functions for each process step are available: from product listing, order processing and billing up to payment. This way you inspire your employees and simply achieve more reach and customer satisfaction. Learn more at fisly.de/tradeflex-en.

Our partner marketplaces are directly available in *FIS/TradeFlex*. Start your marketplace business with *FIS/TradeFlex* and benefit from our partnerships, which we are continuously expanding.

A SELECTION OF OUR PARTNERS



BESCHAFFUNG. EINFACH.
SCHNELL. UMFASSEND.

for technical operating
supplies in B2B



for electronics, toys, garden,
furniture, fashion and more



for electrical engineering, tools, IT,
household and more



for furnishing & living, fashion &
lifestyle, technology & media



as B2B network of the
Mercateo Unite Group



and many
more



FIS – TAILORED SOLUTIONS FROM A SINGLE PROVIDER

- ERP implementation and transition (SAP ERP and SAP S/4HANA)
- Retailing for the technical wholesale
- Solutions relating to warehouse and transport logistics
- Master Data Management and Document Processes for SAP
- SAP solutions for the HR department
- SAP applications for marketing, e-commerce, sales and service
- Integration and interfaces between systems and business partners
- Certified support for FIS and SAP products
- Hosting and Managed Services
- Nearshoring



FIS-iLog



FIS-SST

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Röthleiner Weg 1
D-97506 Grafenrheinfeld

Tel.: +49 97 23 / 91 88-0
Fax: +49 97 23 / 91 88-100

info@fis-gmbh.de
www.fis-gmbh.de





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