

apsolut



KÄRCHER

THE POWER OF DYNAMIC TEAMWORK

Kärcher's implementation journey to
SAP Business Network Supply Chain
Collaboration, successfully supported by
apsolut

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SPEAKER



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Alfred Kärcher SE & Co. KG

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- SCC Implementation Project Lead



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- SBN SCC System Owner
- Supplier Enablement Lead



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Implementation @ Kärcher

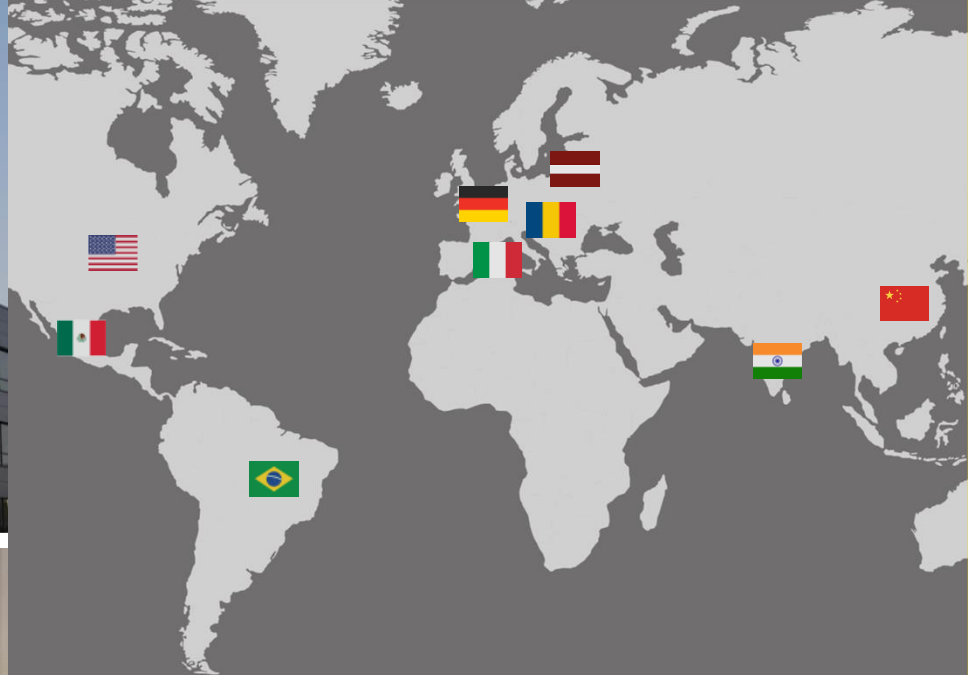
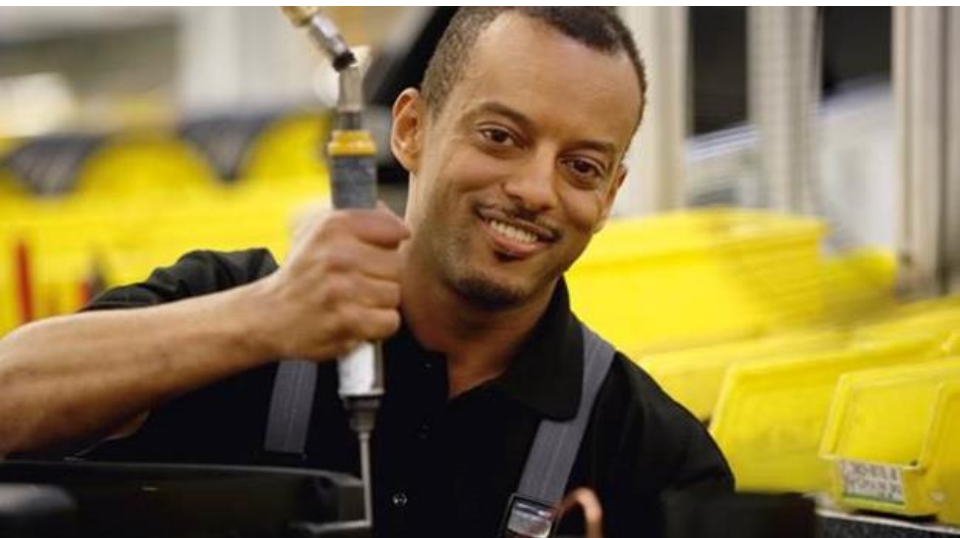
AGENDA

- 1 KÄRCHER: HOW WE MAKE A DIFFERENCE IN THE WORLD**
- 2 KÄRCHER'S ARIBA JOURNEY**
- 3 SPOTTED: BUSINESS NETWORK SUPPLY CHAIN COLLABORATION**

KÄRCHER IS THE MARKET LEADER. WORLDWIDE.

A business with
>160 companies
in 82 countries.





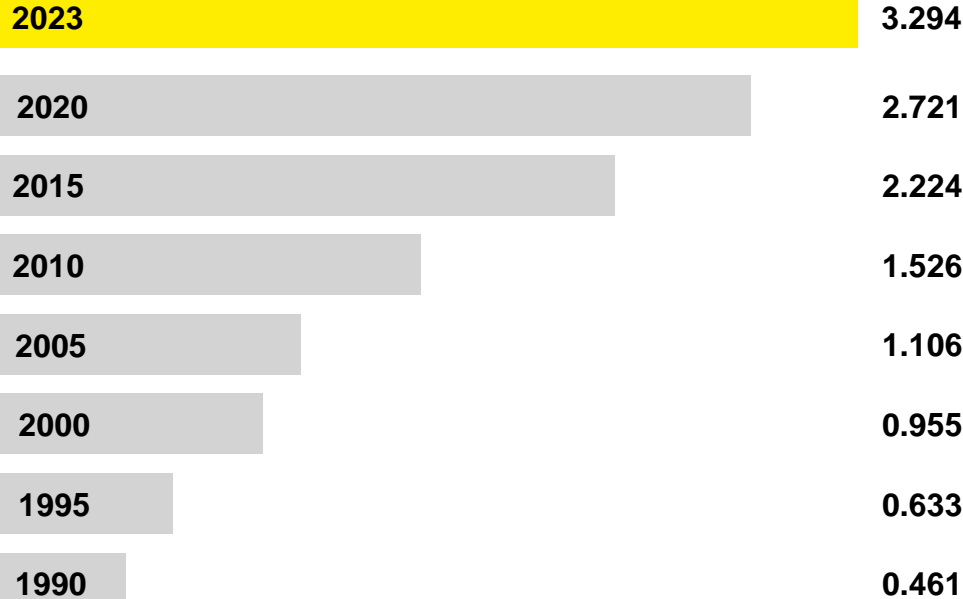
WE PRODUCE ON SITE.

Kärcher has 18 production and logistics locations around the world.

THE COMPANY IS GROWING.

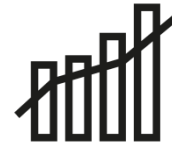
Focusing on the customer pays off.

SALES VOLUME IN BILLION EURO



3.294

Turnover in billion € in 2023

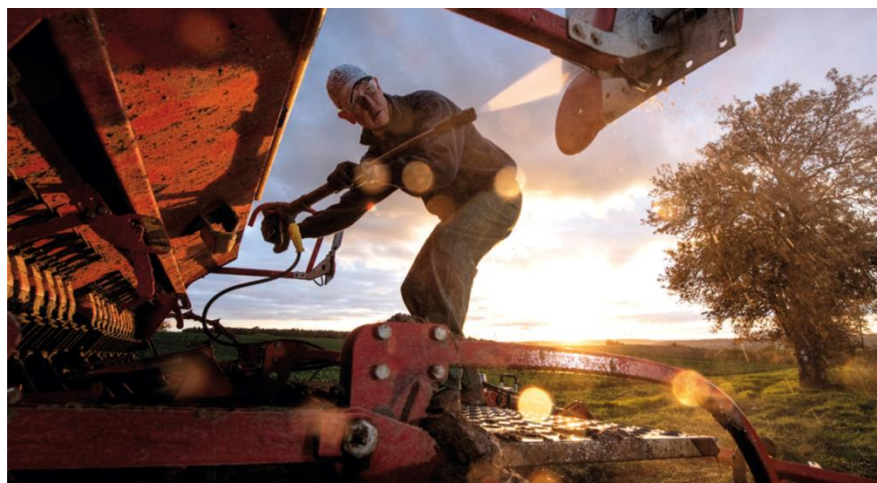
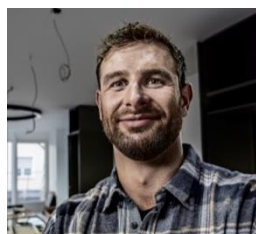


> 100 %
Growth since
2010



86 %
Foreign sales

**THANKS TO KÄRCHER,
EVEN LARGE TASKS CAN
BE FUN AND TAKE LESS
EFFORT.**



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KÄRCHER'S ARIBA JOURNEY

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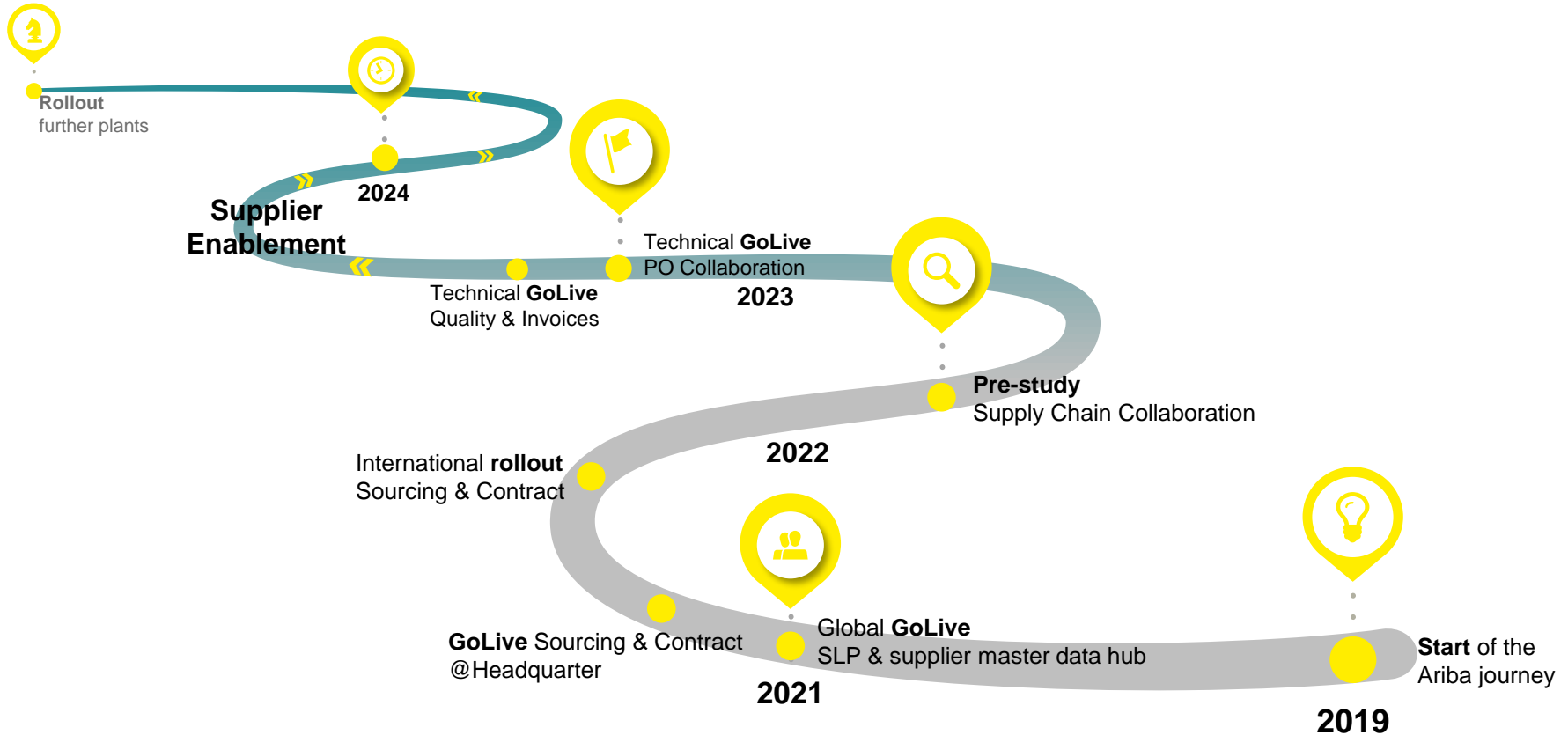
SPOTTED: BUSINESS NETWORK SUPPLY CHAIN COLLABORATION



„With **SAP Ariba**, we are creating an **integrated** process and system landscape that **intelligently** supports Sourcing & Procurement all the way - from **strategic** supplier management to **optimum delivery** of the plants and consequently generates the **maximum benefit** of the supply chain for Kärcher.“

- Andreas Schön
Director Sourcing & Procurement

KÄRCHER'S ARIBA JOURNEY

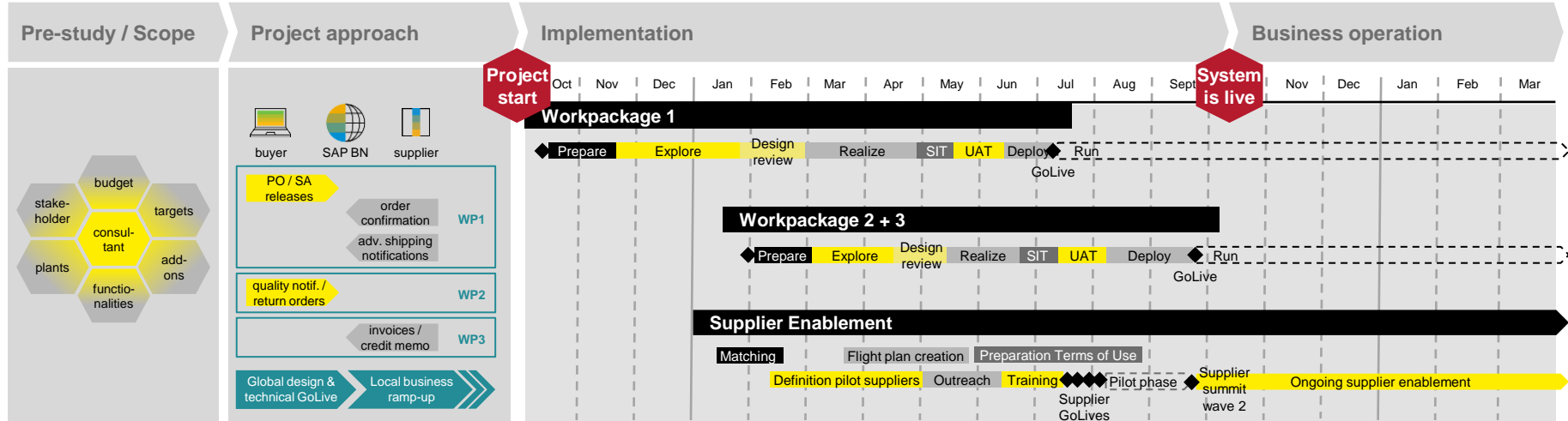


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BUSINESS NETWORK SCC IMPLEMENTATION

Project overview



Selection of
...processes
...plants
...partner
for implementation

- ▶ 3 workpackages
- ▶ 4 plants
- ▶ global design
- ▶ global technical GoLives
- ▶ global supplier flight plan
- ▶ local business ramp-up

Implementation project performed together with absolut in time (12 months from kick-off till all technical GoLives completed) and in budget

- ▶ focus on supplier enablement
- ▶ regular key user rounds established
- ▶ minor system developments

BUSINESS NETWORK SCC IMPLEMENTATION

Current status

BENEFITS

- + Real-time data exchange with suppliers
- + Efficiency increase & time saving
- + Significant reduction of manual efforts
- + Transparency increase
- + Proactive design of digitized packaging processes
- + Process harmonizations due to global template approach
- + Base for full integration with supplier systems

>30

suppliers onboarded

-200 h

manual effort

-17k €

saving in 6 months

177

users trained

9

departments involved

4

plants active

BUSINESS NETWORK SCC IMPLEMENTATION

Summary



Kärcher's & apsolut's
project review

CHALLENGES



Decentralized processes



No global tool for direct procurement,
no electronic exchange with suppliers



SAP Business Network as SaaS -
fear of losing customizing flexibility



Uncertainties in regards of
supplier enablement & adoption

SUCCESS FACTORS

► **Exchange & knowledge sharing:**

Collecting & considering relevant information upfront, bringing all stakeholders on one table and establish a regular exchange

► **Powerful partnership:**

apsolut providing best practices also with experience from other projects and with a customer centric mindset

► **Dynamic teamwork & committed project organization:**

Flexible, decisive project team focusing on project targets, honest & transparent communication

► **Dedicated supplier enablement stream:**

Focusing on information, training and adoption

MAKE A DIFFERENCE
THANK YOU

CONTACT



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