



## Company Presentation



- Formation of IM&C in January 1991, Spin-off from SAP
- Main focus: Business Process Consulting and Application Development in the SAP environment
- Sustainable co-operations with top quality consultancies
- SCM, SPM, Enterprise Controlling, Integrated Planning and Control, BI for Enterprises of producing industries
- Since foundation positive results
- Excellent relations with SAP, involvement SDP/CDP
- Very good relations with universities, academies and research oriented institutes



## Mission and Philosophy

- Apply and introduce Standard Software matching the requirements of grown infrastructures and meeting the business objectives of our clients
- Comprehensive and integrated analysis of business process chains
- Knowledge of the “preconfigured ways” in customizing
- Using standard functionality where ever possible
- Knowledge of the technology (e.g. program analysis, ways of service reduced system adjustments)

## Demands on Employees

- Target-oriented studies at University, UAS or UCE (such as business administration, information technology)
- Strong interest in business administration and economics
- Programming skills, focused on IT
- Ability to think out of the box, ability for abstraction, analytical skills
- Team player, social skills
- Fluent English

## Projects at IM&C – Characteristical Proceeding

- Speak the customers language in order to find the real demands
- Anticipate possible changes during the project
- Use “best practices” from other projects
- Early prototyping to involve the customer as soon as possible in solution finding process
- Independence, know-how transfer



## Reasons for Projects together with SAP AG

- The permanent challenge to combine both, process- and technological knowledge and benchmark them versus the market
- Our skill, to arbitrate between responsibilities of different SAP modules and components in terms of slim end-to-end business processes, is also esteemed by SAP
- Stay up-to-date and gain experience using new developments and innovation before our clients do
- Keep contacts alive and forge new links
- Apply new solutions at pilot customers and learn about strengths and weaknesses of the solution portfolio



## Industry Experience

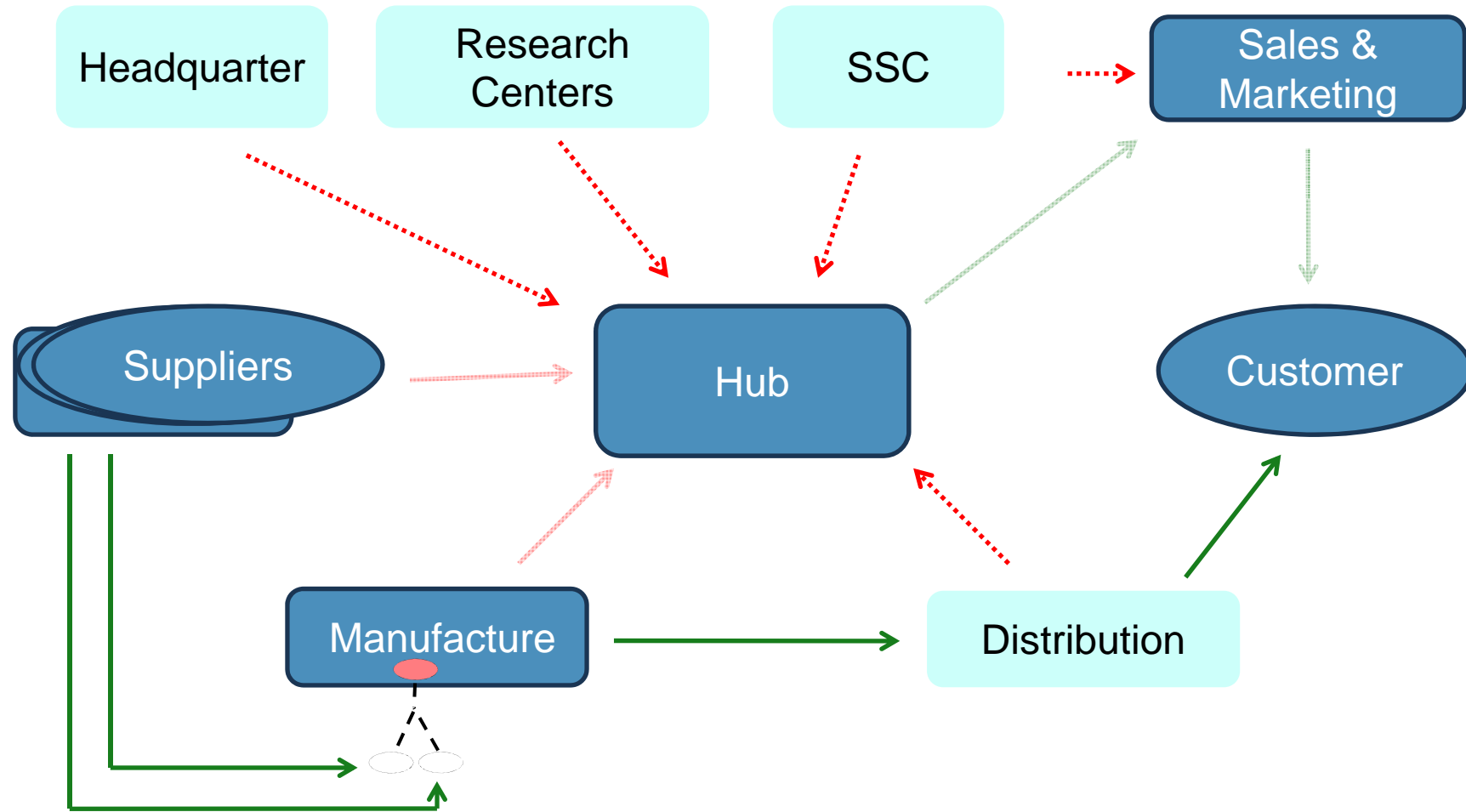
- Pharmaceutical and chemical industry
- Mill (Steel-, Timber-, Paper- und Metal industry)
- Automotive
- Engineering
- Make-to-order and engineer-to-order manufacturer
- Repetitive manufacturer (watch and jewellery industry)
- Consumer products

## Value-based Desing of Supply Chain

- Stock Transport Order (within a company)
- Stock Transport Order (cross-company)
- Reselling Companies, Third Party Sales
- Subcontracting, Toll manufacturing
- Consignment
- Make-to-Order Production
- Configurable Material

We configure all process-variants in combination too, with both intercompany and external customers / suppliers

# Design of the End-to-End Tax Effective Supply Chain

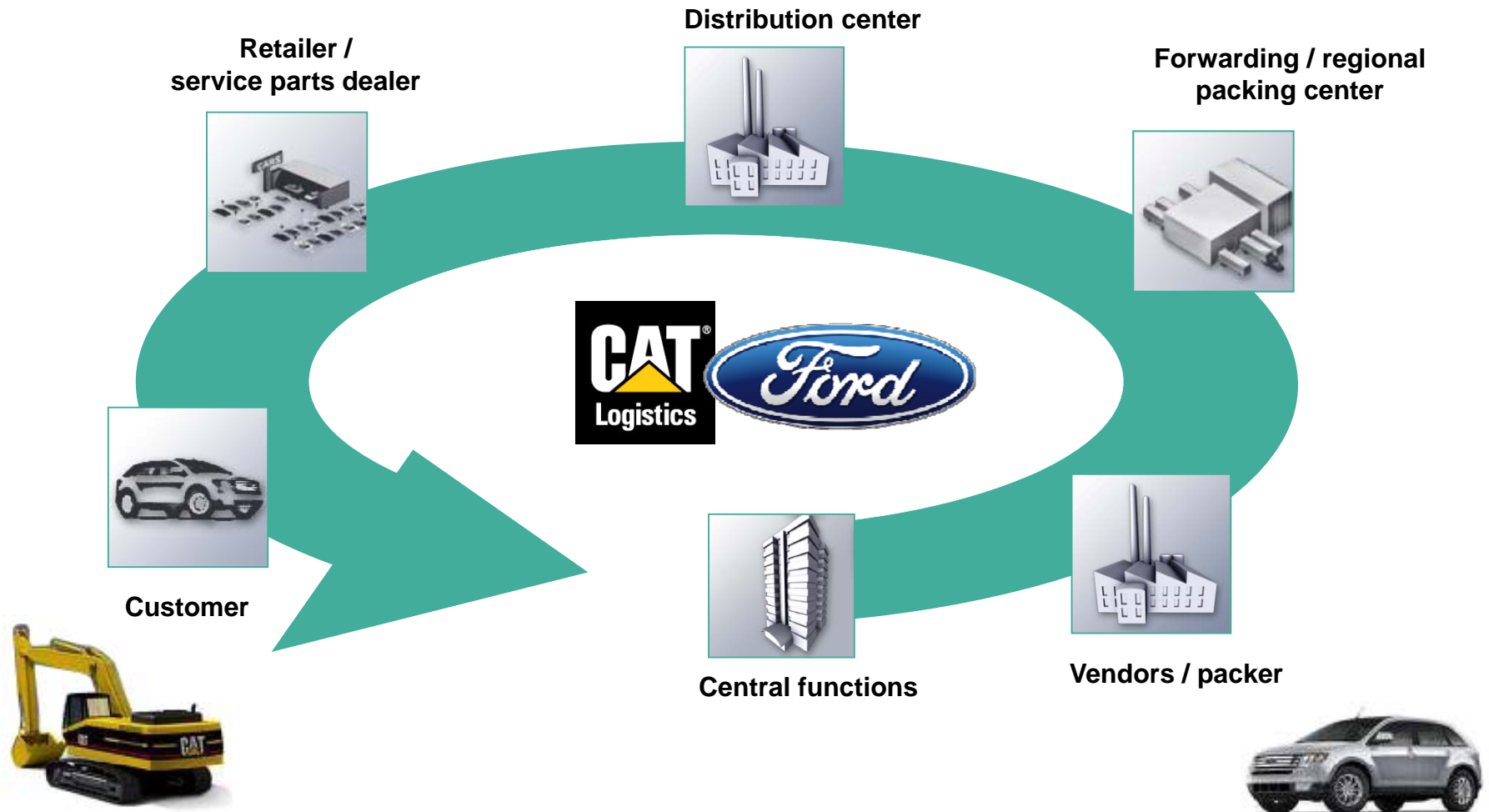


Legend: Purchase  Sale  Physical Flow  Services 



- Based on the existing solutions mySAP® SCM (Warehouse + Packaging Engine, APO, Invent.Collaboration Hub), CRM (incl. portals) and ERP
- Optimized for a big volume of records, high performance and a maximum of efficiency – two new engines: ‘Service Parts Planning Engine’ (in APO) and ‘Extended WM’
- Supports multilevel distribution nets and short service parts and service cycle times
- Processes
  - In- / outbound
  - Third-party deal/ Transfers
  - Returns/ Physical inventory/ Asset maintenance
- Vendor performance rating

# Service Parts Management Circle

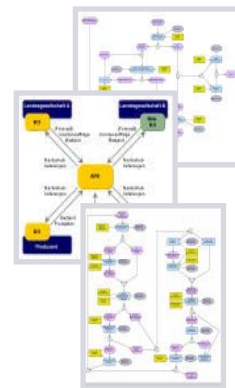




Module	Financial Accounting	Material Accounting	Production Accounting	Inventory Accounting
General Ledger Accounting	✓	✓	✓	✓
Accounts Payable and Receivable	✓	✓	✓	✓
Asset and Liability Management	✓	✓	✓	✓
Cost Accounting	✓	✓	✓	✓
Material Management	✓	✓	✓	✓
Production Management	✓	✓	✓	✓
Inventory Management	✓	✓	✓	✓
Self-Maintenance	✓	✓	✓	✓

## Customer processes (R/2, enormous amount of developments and modifications)

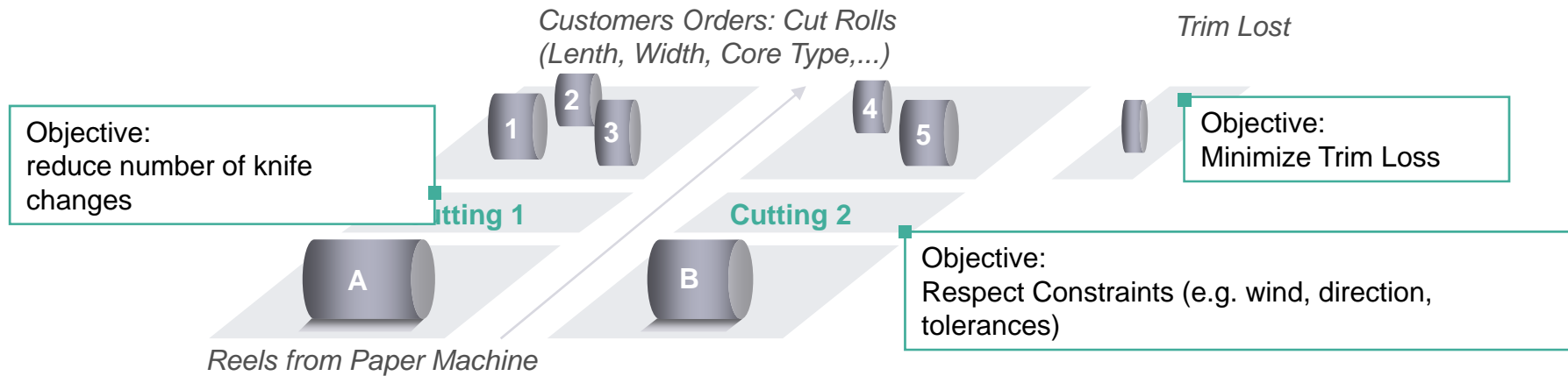
- Direct sale  
(very big trade volume regarding quantity and finance)
- Warehousing
- Third party deals
- Production planning
- Currency hedging
- Contribution margin
- Physical inventory



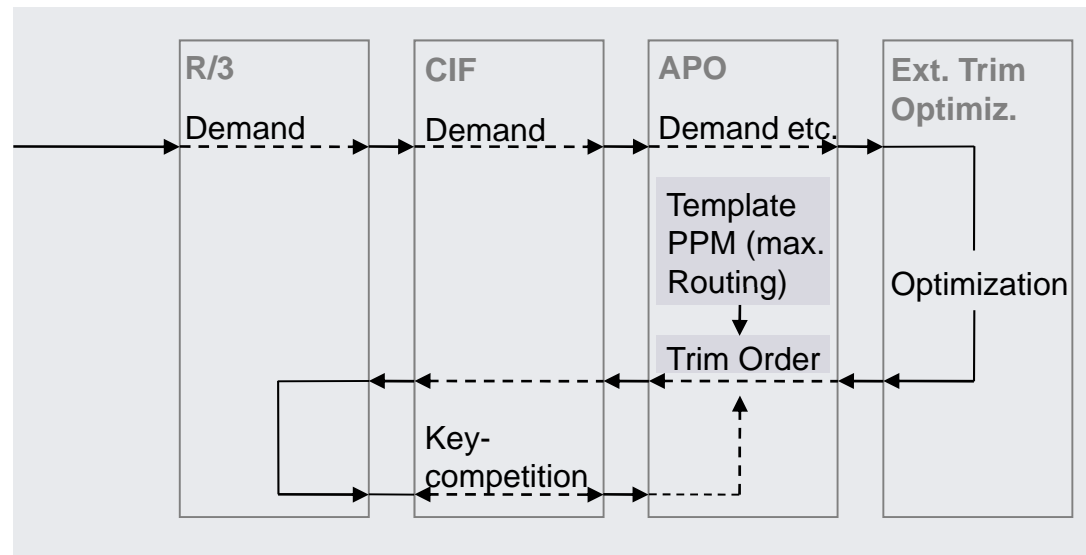
## SAP Solutions

- SD  
shipping cockpit, fast entry of sales order et al.
- MM-PUR  
extend purchase order
- APO  
Characteristic dependent component determination
- Global trade
- Forward exchange trading
- Controlling
- Physical inventory entry + reporting

# Interfaces to external systems



**Example:**  
External trim optimizer  
in the paper, foil and  
mill industry



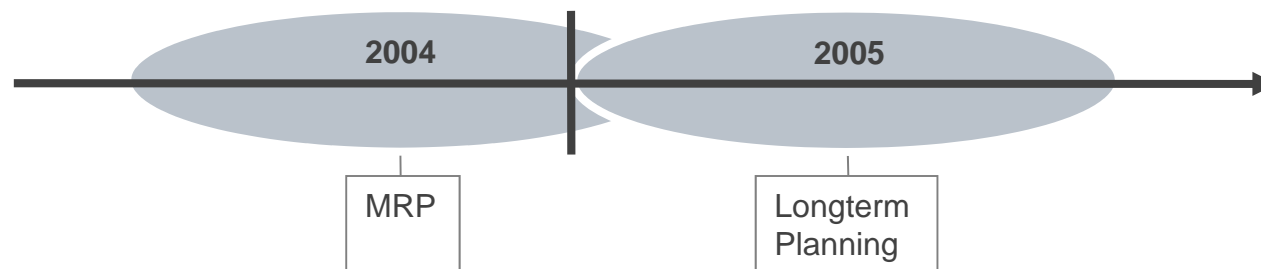
## Changes on master data / Production planning

### Problem

- MRP/APO always consider actual valid master data and does not consider any planned changes (conflict with FDA regulations)
- Strategies (Long-term planning in R/3 and APO), e.g. for the next year, do not consider the planned master data changes

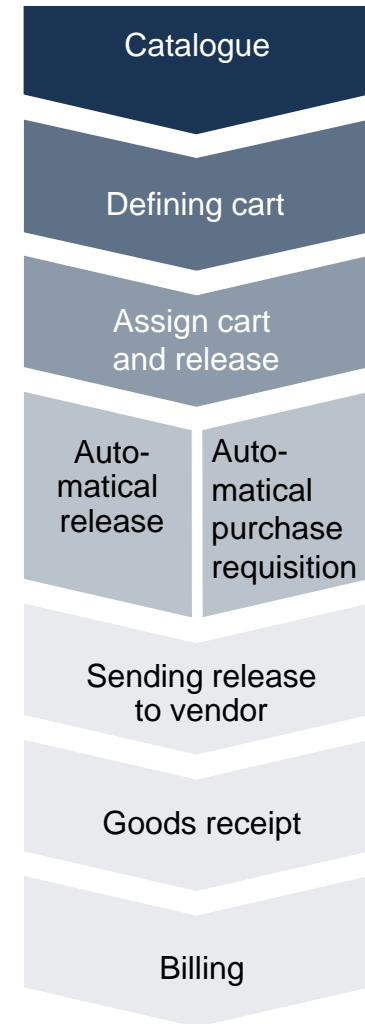
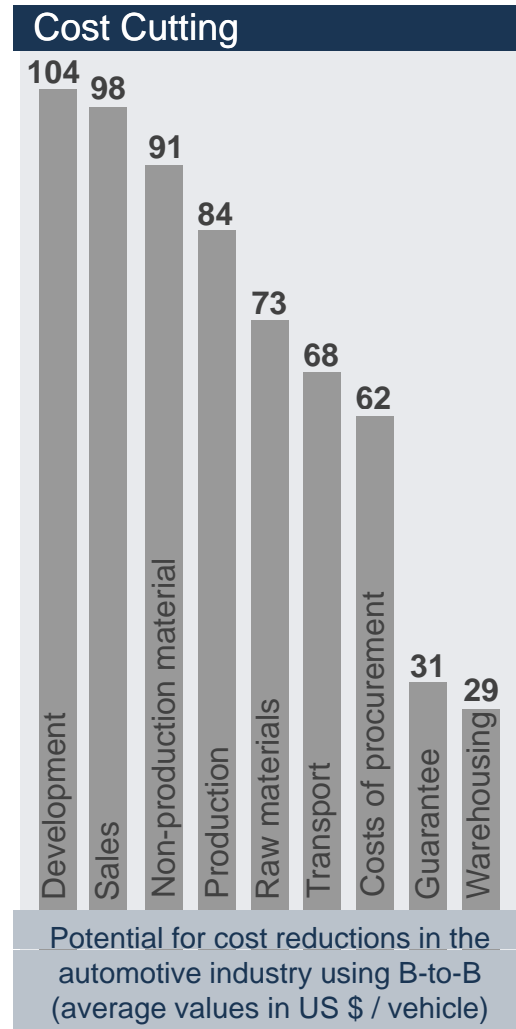
### Solution

- Determine the business processes for which the planned changes are valid
- Corresponding modifications of the affected processes / coding which read master data





- Procurement of consumption material (office equipment, tools etc.)
- Via intranet based on
- Electronic catalogues
- Paperless and
- Fully electronic
- Directly at the vendor
- Well-integrated in the
- Business processes (e.g. FI and CO)



- 1992 Design and Implementation of FICS for DuPont (R/2)
- 1996 Design and Implementation of a Dual Currency Solution for Brasil (R/3)
- 1997 Meetings with SAP for a solution in R/3; birth of Material Ledger (ML)
- 1998 Second GoLife of (ML) for P&G in Caracas
- 1999 Process Costing implementation at Heidelberger Zement
- 2000 SDP project “Valuated Production Plan” for food industry
- 2001 Group Costing Study for Stihl
- 2003 Group Costing Initiative with SAP with pilot customers
- 2004 Joint Development of a Group Costing Solution using PDCE
- 2005 IM&C decides to develop an own comprehensive solution