IMPLICO

SAP & Implico Group Ready-Mix Concrete

TAC Event

28.09.2022

Tobias Mueser & Folkert Haag

AGENDA

- **About Implico**
- **O&G vs. Ready-Mix Concrete**
  - Similarities
  - Differences
  - Required Process
- **SAP Product Secondary Distribution**
- **Co-Innovation Apps**
- **Values**
- **Co-Innovation Approach**

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About Implico Group

FOCUS
Supply Chain for Liquid Bulk Industry

EXPERIENCE
35+ years

EMPLOYEES
240+

OFFER
Software | Cloud | Digitalization | Data Communication

LOCATIONS

SAP PARTNER

SAP Silver Partner

Implico develops the SAP industry solutions for downstream O&G

AWARDED

CIO REVIEW 2020
10 Most Promising Supply Chain Service Companies

SAP's Secondary Distribution

Selected Customers

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Industry Comparison

O&G vs. Ready Mix – Similarities

Complexity of Bulk deliveries

Special Challenges

Highly competitive markets

(price pressure)

Wish to include Customer into the processes

Provide customer journey to have competitive advantage

Time sensitive deliveries

Blending / Mixing of products

(additives)

Industry Comparison

O&G vs. Ready Mix – Differences

Contractual Situation

Many call offs from one order

Short sequence of deliveries

Time sensitive products

Low level of digitalization in Building Materials and Construction Industry

Big amount of „dispatchers“ working in parallel in the scheduling systems

Requirement: Process of Ready-Mix Concrete

SAP Integrated Solution

Integrated Solution

Offer
Concrete for the construction site at the price x

Sales contract
Concrete for the construction site at the price x

Call order
88m³ concrete tomorrow for pouring a part of the basement

Delivery
Per truckload

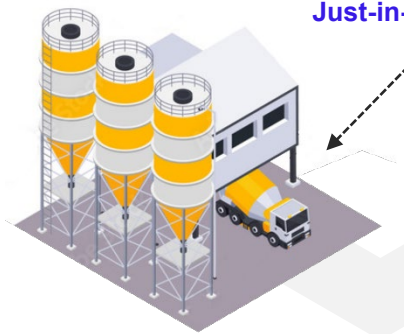
All deliveries must come in a sequence based on the unloading rate
(e.g. 1 delivery every 10 min)

Discharge capacity max. ~60m³/hour
(capacity of concrete pump)

Just-in-time production

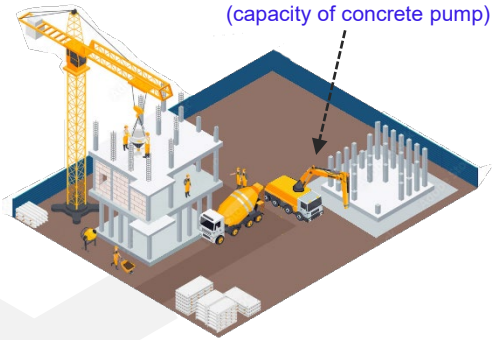
Driving distance ~2km

Shelf life ~90min



Batching plant
(production plant)

Typical capacity: 6-12 m³



Construction site

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SAP SDM: At a glance

SAP S/4HANA® Secondary Distribution Management

Distribution Management

Capabilities

- Order Management and Pre-Scheduling
- Forecasting
- Dispatching and Tour Planning
- Reporting

Process Management and Monitoring

Process Automation

- Automated SAP Object Generation
- Interface Monitoring
- Real Data Processing
- Plausibility Checks
- Creation of Necessary Forms

Business Controlling

Business Management – Digital Transformation

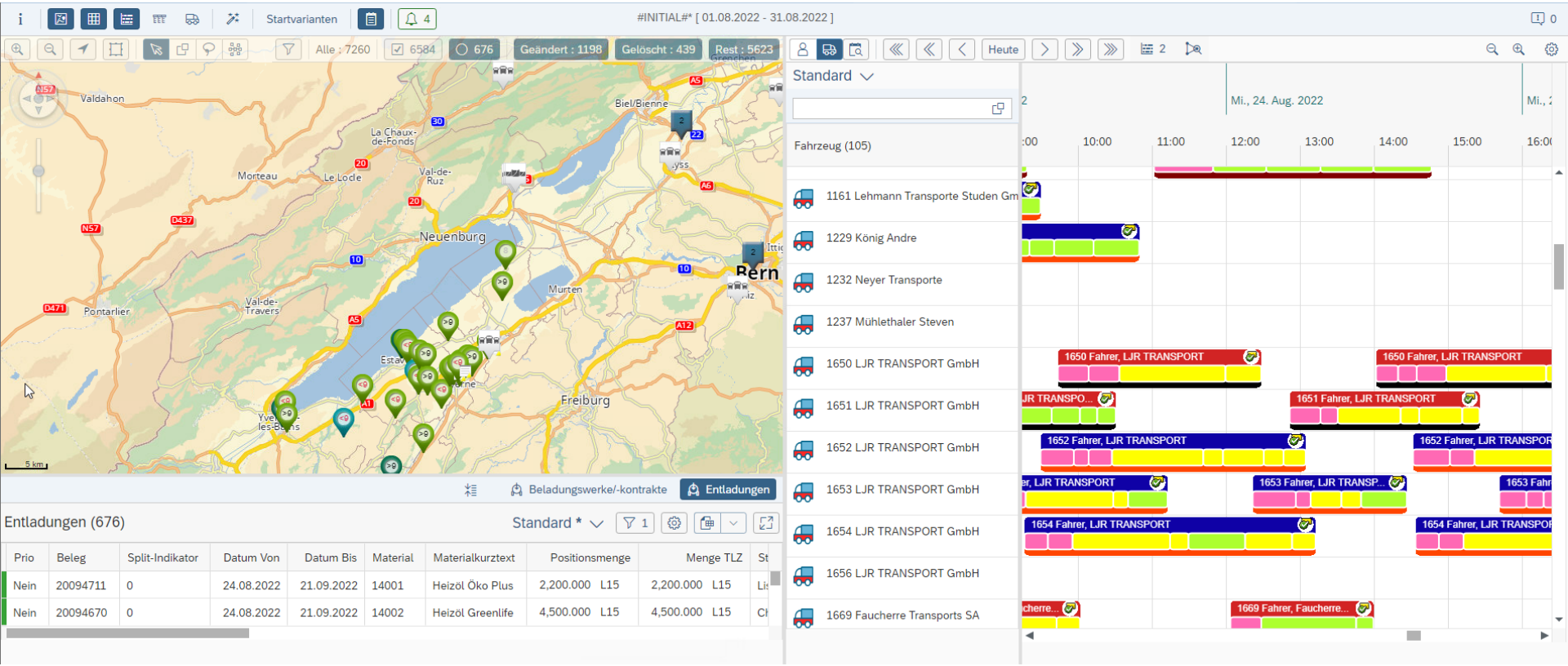
- Process Controlling via Traffic Lights
- Interface Controlling via Traffic Lights
- Control Cockpits
- Reporting
- KPIs

SAP SDM: Trip Planning and Monitoring with IDM

Online Status during the tour and truck localization possible due to GPS integration

- Fully integrated bulk transport management processes
- Intuitive and easy-to-use
- Consolidated, optimized trips
- Reduction of transport costs

Integrated Dispatch Management



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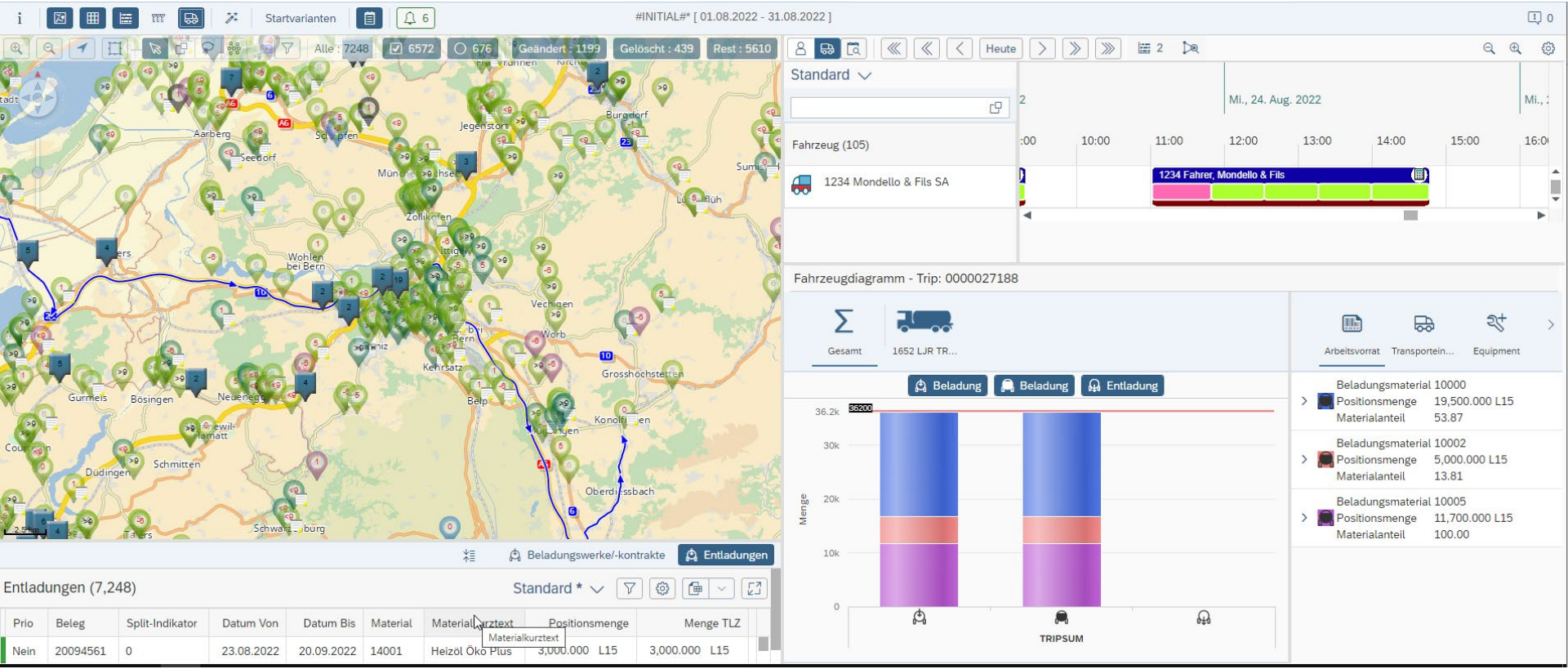
Nein	20094670	0	24.08.2022	21.09.2022	14002	Heizöl Greenlife	4,500.000 L15	4,500.000 L15

Integrated Dispatch Management



SAP SDM: Data reconciliation and settlement PAT

Shift rule-based tasks to the background

- More then 50 item categories to automatize standard business processes and allow easy adaptation of custom ones

Create correct SAP objects

- Match automatically information regarding planned vs. executed, e.g.: order quantities, times, distances
- One single screen to post all follow-up processes and to call all necessary documents related to the secondary distribution process
- Automates all necessary corrections for orders, inventories, stock booking

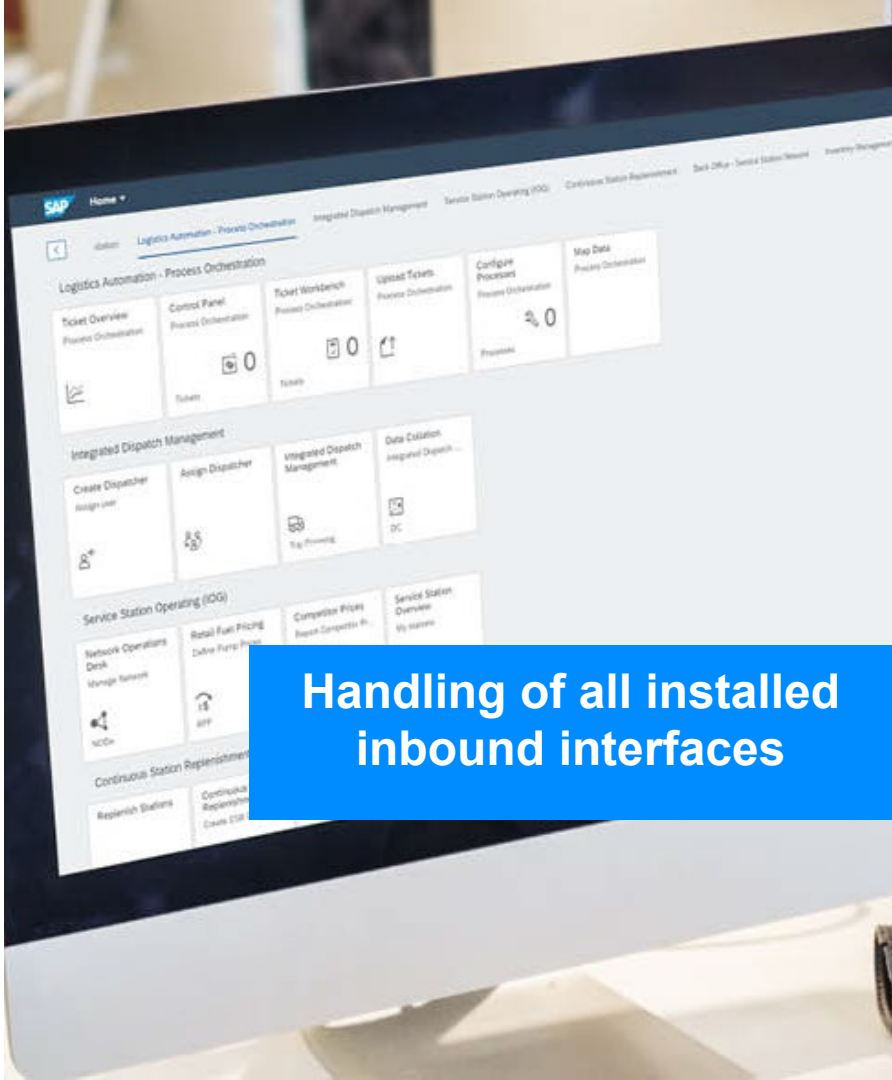
SAP SDM: Interface controlling with Interface Monitor

Capabilities:

- Dashboard to monitor incoming data from interfaces
- Dashboard to monitor the complete incoming data, supporting all kind of data structure like flat files, XML, IDOCs etc.
- Checking routines
- Reduction of interface building and maintenance work

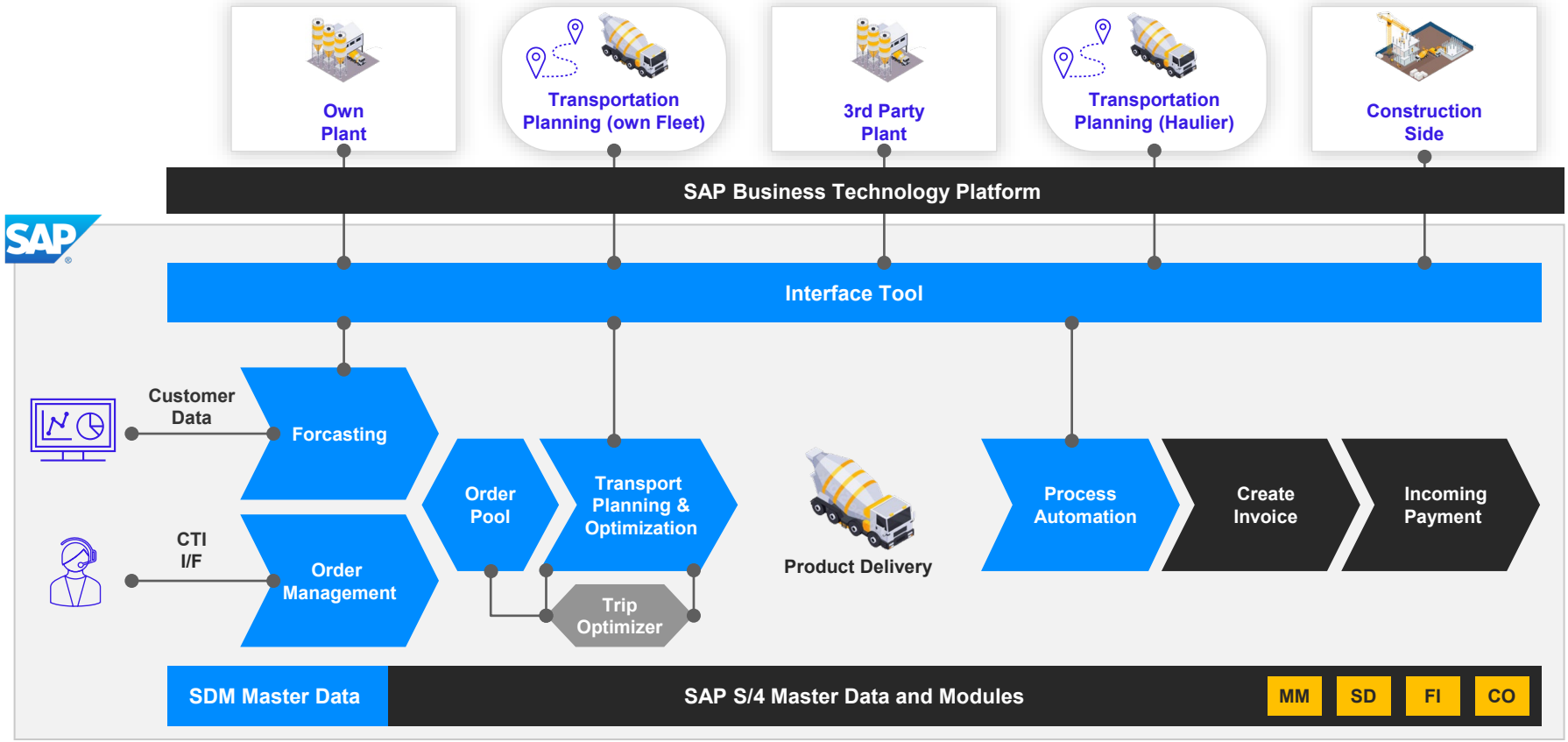
Benefits:

- Seamless integration with SAP and 3rd party systems
- Reduced costs thanks to inbound interface configuration
- Continuous monitoring of interface functionality



Secondary Distribution: Order-to-Cash Process

Specific View for the Ready Mix Industry



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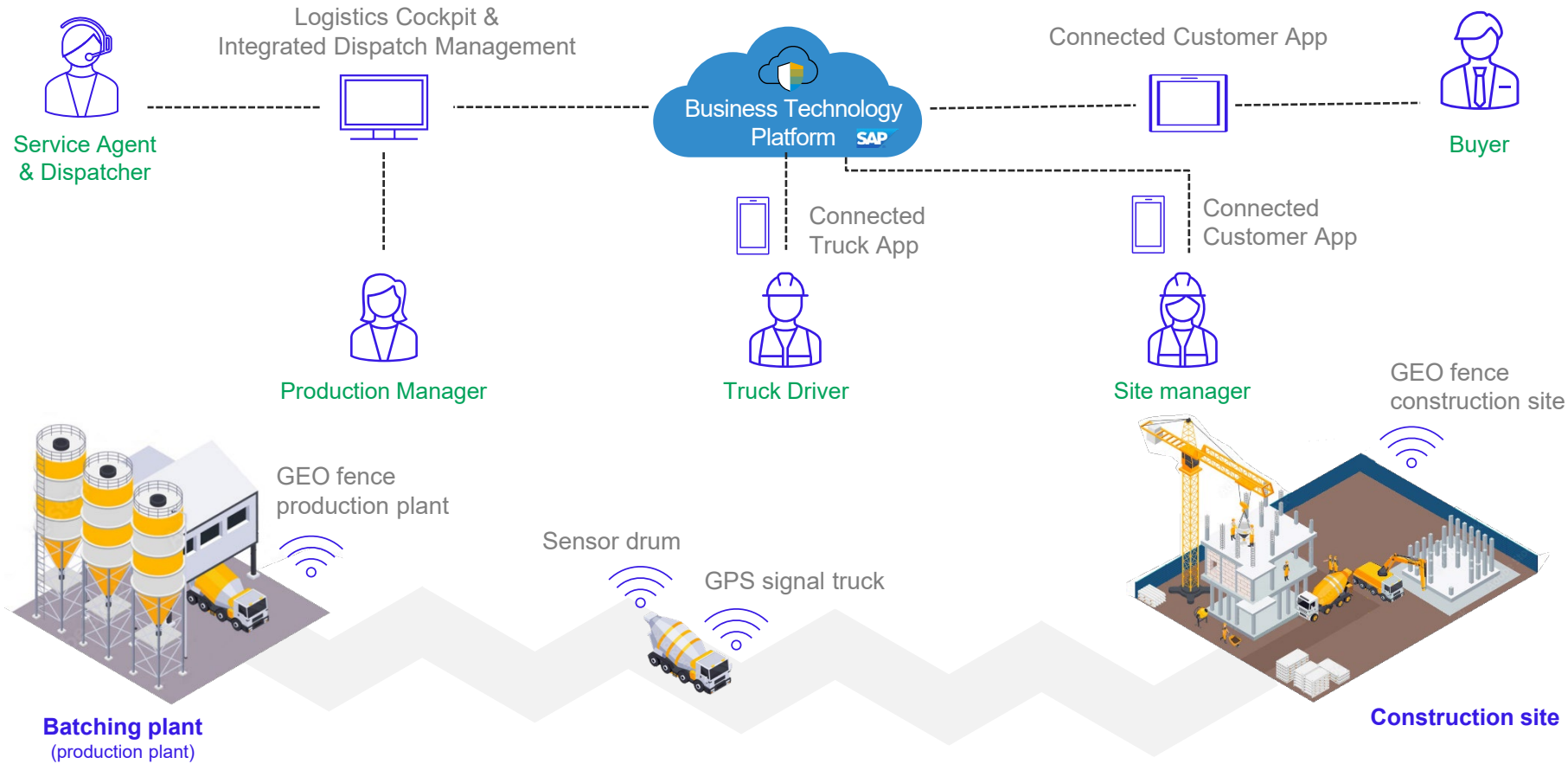
Involving the whole Supply Chain



Extending the Intelligent Enterprise – Connected Truck App

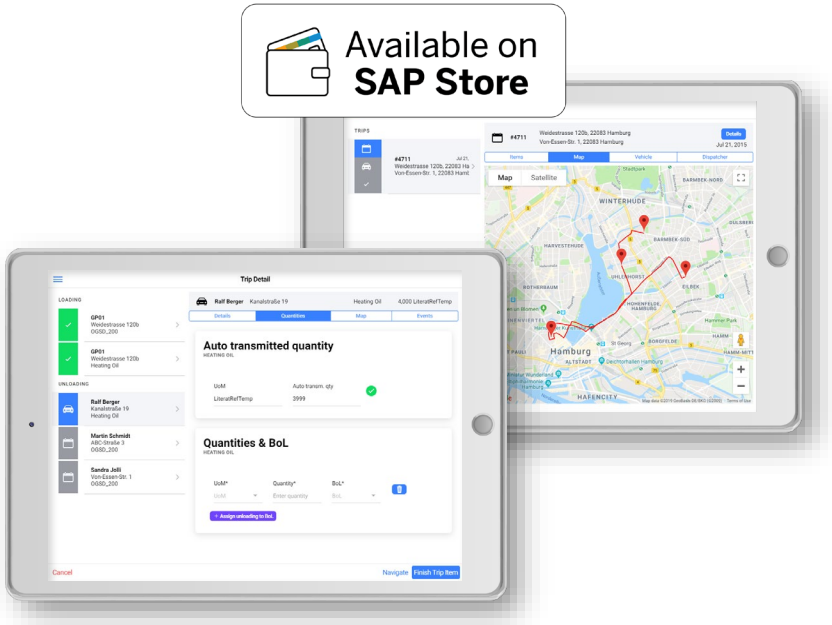
SAP Co-Innovation Program:

“Connected Truck”

The SAP-certified **CONNECTED TRUCK APP** seamlessly extends the SAP IDM planning and trip reconciliation capabilities to the truck driver for bulk & bottle delivery.

Capabilities

- Overview of assigned trips, underlying orders incl. related real-time updates
- Access to trip and route details, compartment planning, navigation to load & delivery locations
- Automatic updates of execution details (e.g list of stops, timestamps, events)
- Capture and confirm load- and unloading results via cloud integration to terminal management systems, POS systems and truck equipment
- Realtime load / unloading result transfer to SAP IDM



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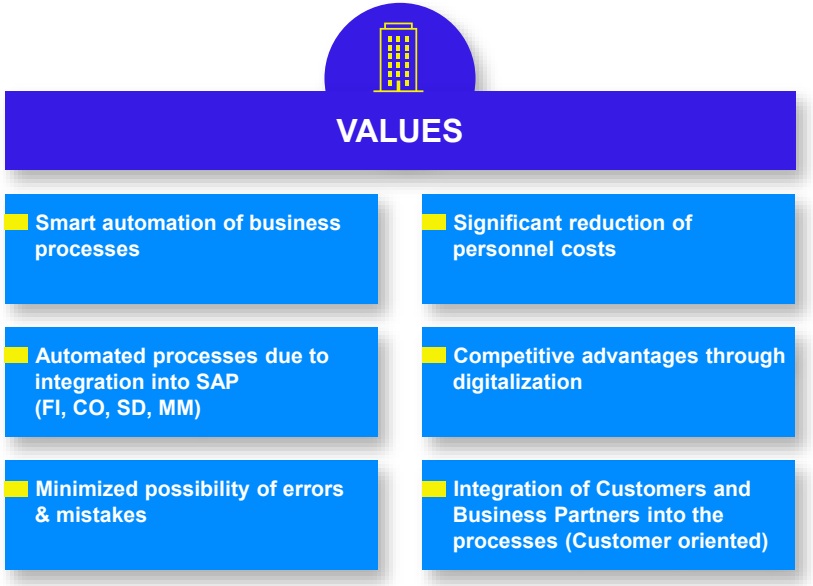
SAP Ready Mix Solution

Values



Process automation

⬆25%

Outstanding sales days

⬇20%

released logistics capacities

⬆10%

operational costs

⬇20%

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IMPLICO

Questions & Answers

IMPLICO

Thank you for your attention

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