



T.CON



FIT FOR FUTURE

Build an adaptive system,
which provides agility to react
quickly to dynamic market needs

SPEAKERS



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AGENDA



01 Introduction

SANDLER AG

02 Sandler is exceptional

- Market
- Products
- Production

03 FIT FOR FUTURE

- SAP Project
- Methodical approach
- Implementation
- Challenges

04 SCM in the center

- Production Planning
- Manufacturing Execution
- Digitalization along the SC
- Resilience in the SC

05 Strategic Partners

Stability & Agility



01

INTRO

SANDLER AG

COMPANY SNAPSHOT

140 YEARS FASCINATION WITH NONWOVENS

- **SANDLER AG**, Schwarzenbach, Germany & **SANDLER NONWOVEN CORPORATION** Perry, Georgia, USA
- Family-operated
- 940 employees



NEW TECHNOLOGIES

- Industrial goods manufacturer
- Continuous production process
- From the fiber / the granules to the finished product



MARKETS



ENGINEERING

**HOME
TEXTILES**

HYGIENE

WIPES

TRANSPORTATION

FILTRATION

02

**SANDLER IS
EXCEPTIONAL**

Prerequisites

SANDLER IS EXCEPTIONAL

TECHNOLOGY DEVELOPMENT

- Based on fundamental research
- Designing own technology



FUNDAMENTAL DEVELOPMENT

- Advanced engineering
- Gaining new knowledge and experience



APPLICATION DEVELOPMENT

- Preparing market launch
- Partnership implementation of products and processes



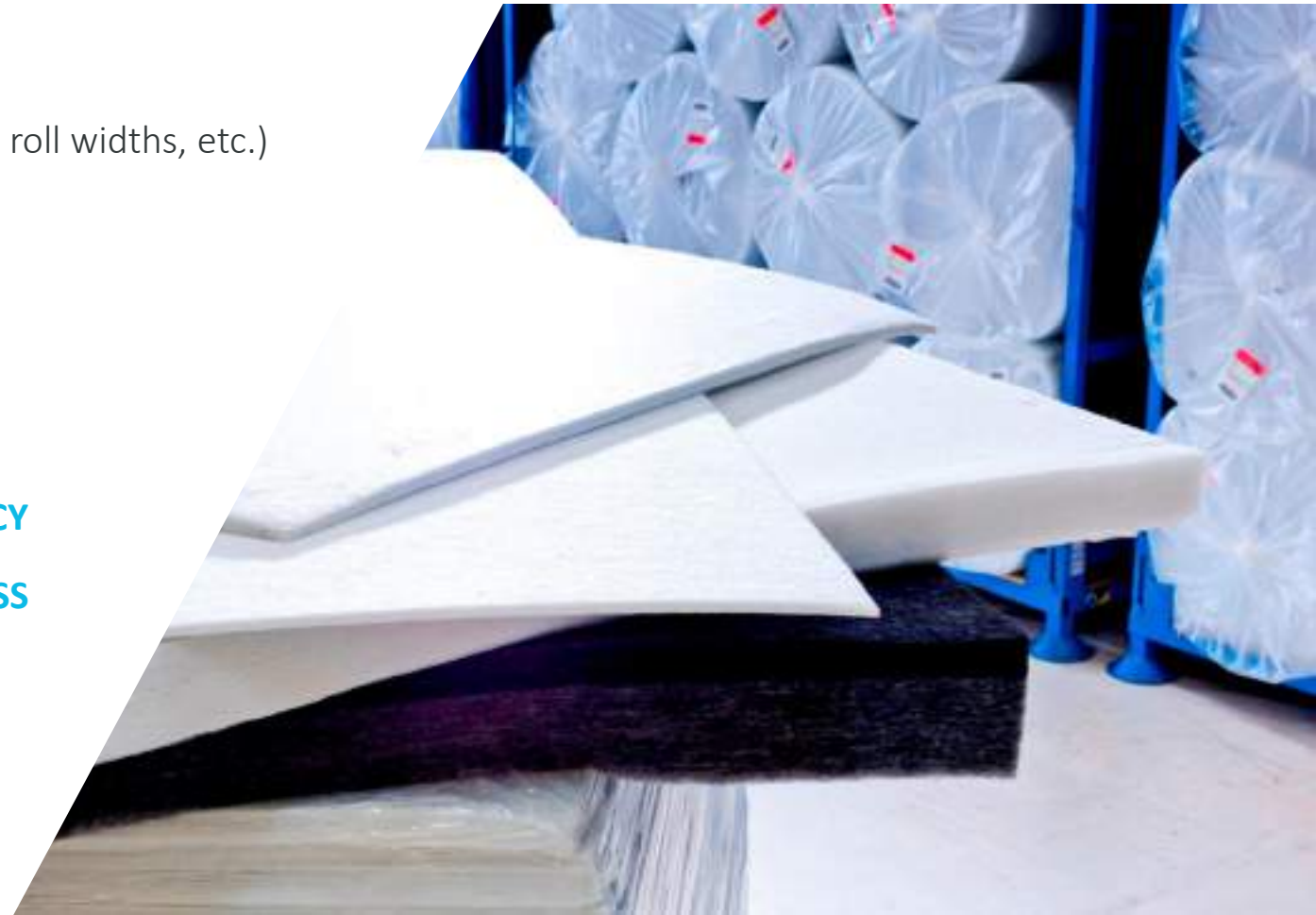
SANDLER IS EXCEPTIONAL

STRONG DIVERSIFICATION

- Meeting most diverse requirements (voluminous rolls / panels, thin nonwovens, roll diameter, roll widths, etc.)
- Flexibility in production
- Short-term response to changes

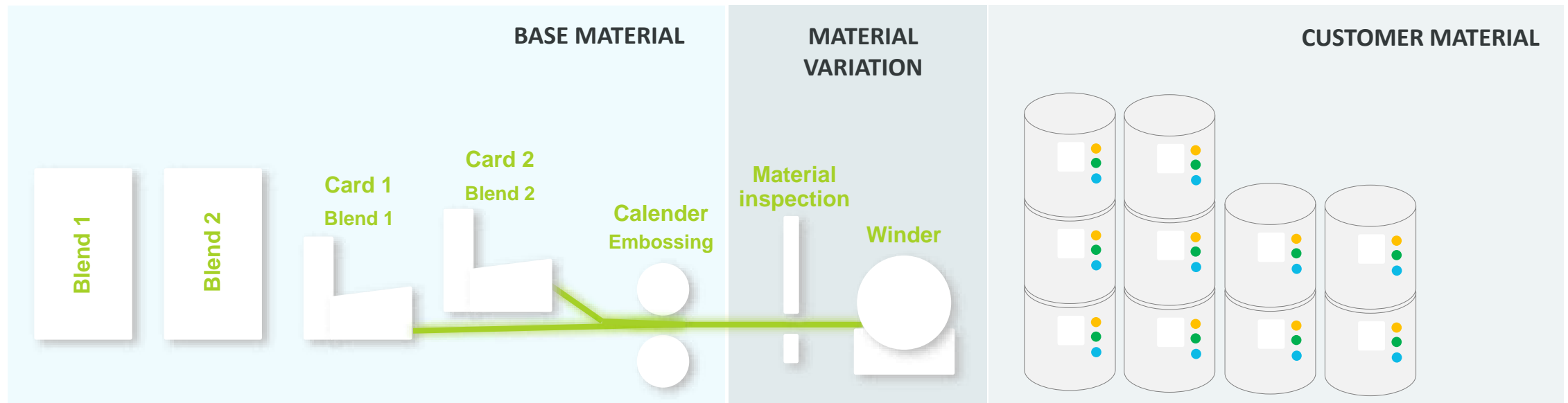
CAPACITY UTILIZATION

- High productivity despite small batch sizes → **EFFICIENCY**
- Extensive product portfolio → **EFFECTIVENESS**



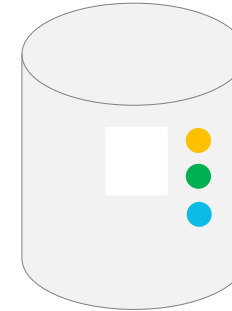
SANDLER IS EXCEPTIONAL

- Nonwovens production is a continuous manufacturing process (no discrete production)
- Management of customer-specific and partly order-specific article specifications (master data concept)



SANDLER IS EXCEPTIONAL

- Requirements in the hygiene industry (single bundle tracking) →
- Comprehensive logistics processes along the supply chain
- High requirements in the areas of compliance and controlling
- Short-term changes
- Very high cycle rate for feedback
- 7/24 x 365 – no downtimes
- Product-specific machine settings (empirical values from past productions)



A young man with short brown hair and glasses is sitting in a black office chair at a desk. He is wearing a dark blue button-down shirt and is smiling towards the camera. In front of him are several computer monitors. The largest monitor displays a dark-themed code editor with lines of text. To the right, a laptop is also open. The background is a blurred office environment with other desks and people. The overall lighting is dim, with the primary light source being the screens.

03

**FIT FOR
FUTURE**

SAP PROJECT



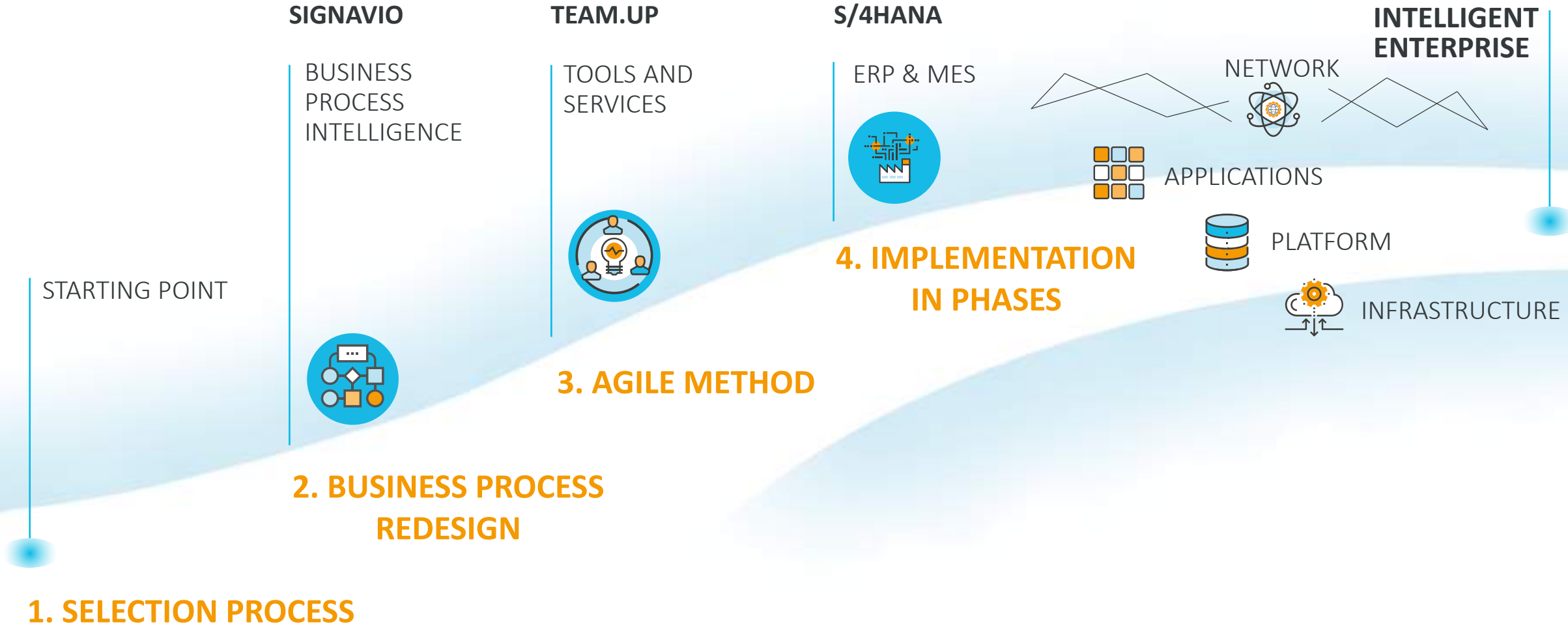
FIT FOR FUTURE

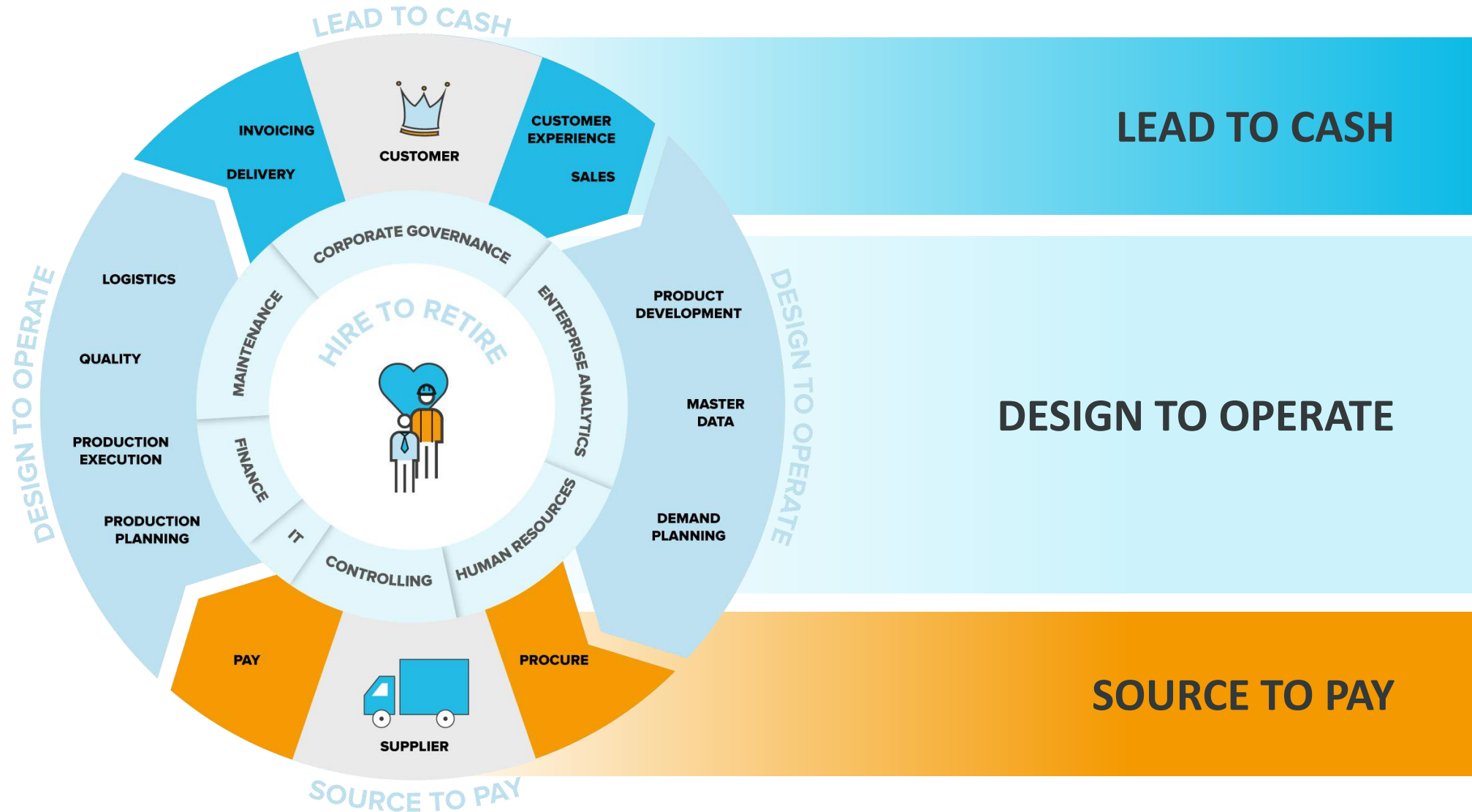
OUR INITIAL SITUATION

- 132 existing systems to be replaced
- Inconsistencies in the data
- Redundant data retention

OUR OBJECTIVE

- Data entry and processing in one system
- Traceability of data and processes
- Efficient processes
- Being able to give information, especially towards the customer
- Connection to a CRM system





IMPLEMENTATION

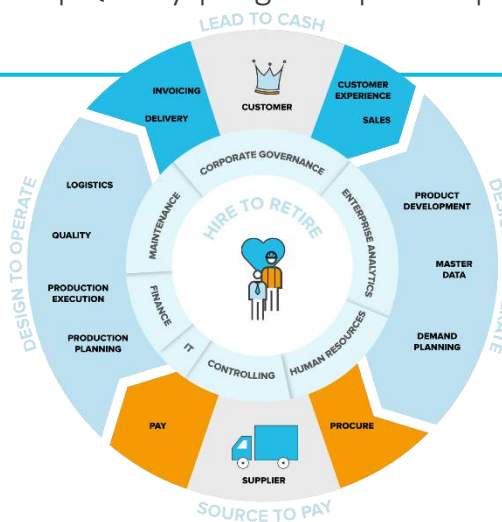
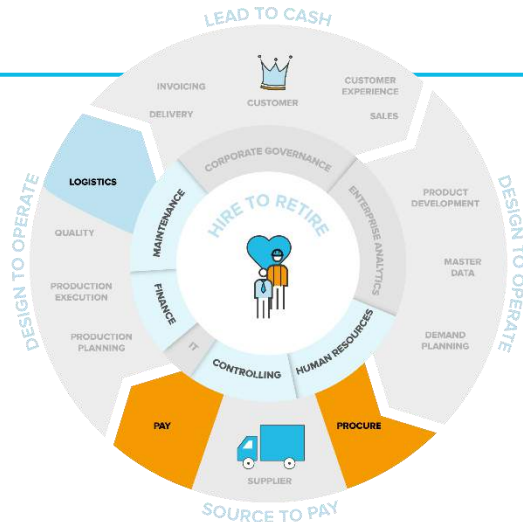


Finance | Controlling | HCM | SF |
Purchasing and eWM for Spare Parts
| Plant Maintenance

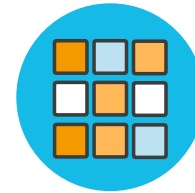
Product Development | Master Data |
Customer Order Processing and Fulfillment |
Production Planning | Trim | Production
Execution | Quality | Logistics | eWM | Invoicing



Industry 4.0 |
Machine Setting
Management |
Workforce
Management



CHALLENGES



Usage of SAP Standard
in some areas



Organisational Change
Management



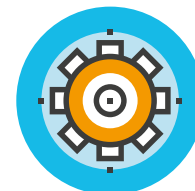
Master Data
Management



Double load from
operational business
and project



Production 7/24 x 365
with high cycle rate



Process Management



Cultural Differences
US / Germany

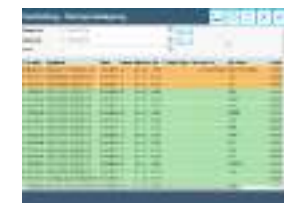


04

SCM AT THE CENTER

Digitizing our business

DIGITALIZATION ALONG THE SUPPLY CHAIN



RESILIENCE IN THE SUPPLY CHAIN



Transparency



Digitization



SALES

WAREHOUSE
CONTROL ROOM

PLANNING

TRIM
OPTIMIZATION

WORKFORCE
MANAGEMENT

MANUFACTURING
EXECUTION
SYSTEM

FREIGHT
MONITOR

SOURCING

SAP PEP Machine View

Day Week Month < Home > Apr 28, 2021 Filter Bar Pools Diagonal Shift Multi Change

Pool Wednesday, Apr 28, 21 00:00 12:00 Thursday, Apr 29, 21 00:00 12:00 Friday, Apr 30, 21 00:00 12:00 Saturday, May 1, 21 00:00 12:00 Sunday, May 2, 21 00:00 12:00 Monday, May 3, 21 00:00 12:00

SAP PEP Machine View

Day Week Month < Home > Apr 28, 2021 Filter Bar Pools Diagonal Shift Multi Change

Pool Production 1

Handed over

Planning Unit

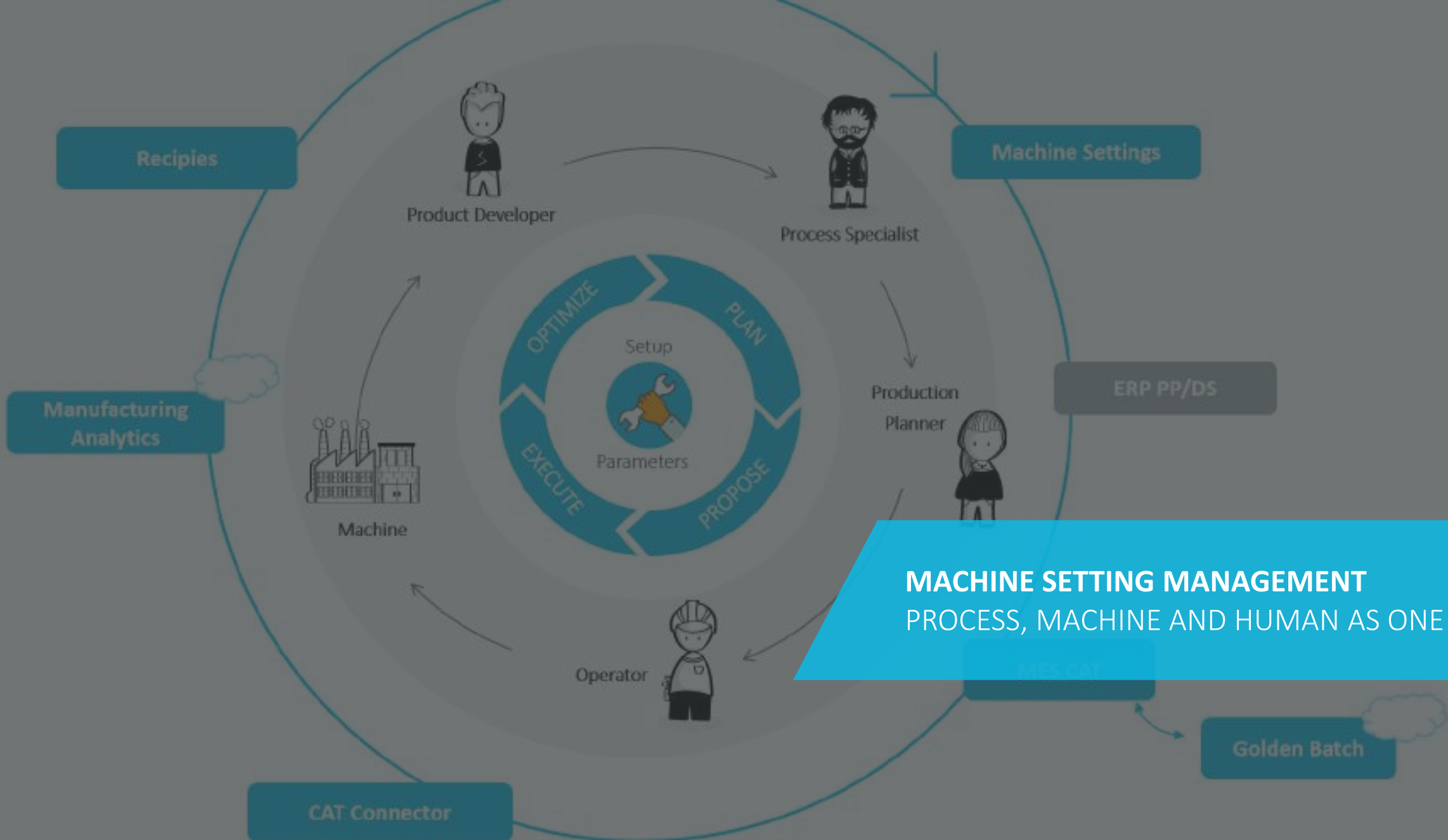
- Coating 2
 - Runtime Coating 1
 - Worker 1
 - Worker 2
 - Worker 3
 - Coating 1
 - Runtime Coating 1
 - First Operator
 - Second Operator
 - Worker 1
 - Worker 2

Available employees from other divisions

Division	Pool	Employee	Shift
Production 1	Stand-In	Müller Hans	14:00 - 22:00
Production 2	Stand-In	Schmidt Peter	14:00 - 22:00
Production 1	Worker 1	Möler Anna	15:00 - 13:00

Employee search based on qualifications

WORKFORCE MANAGEMENT
THE RIGHT PEOPLE IN THE RIGHT PLACE



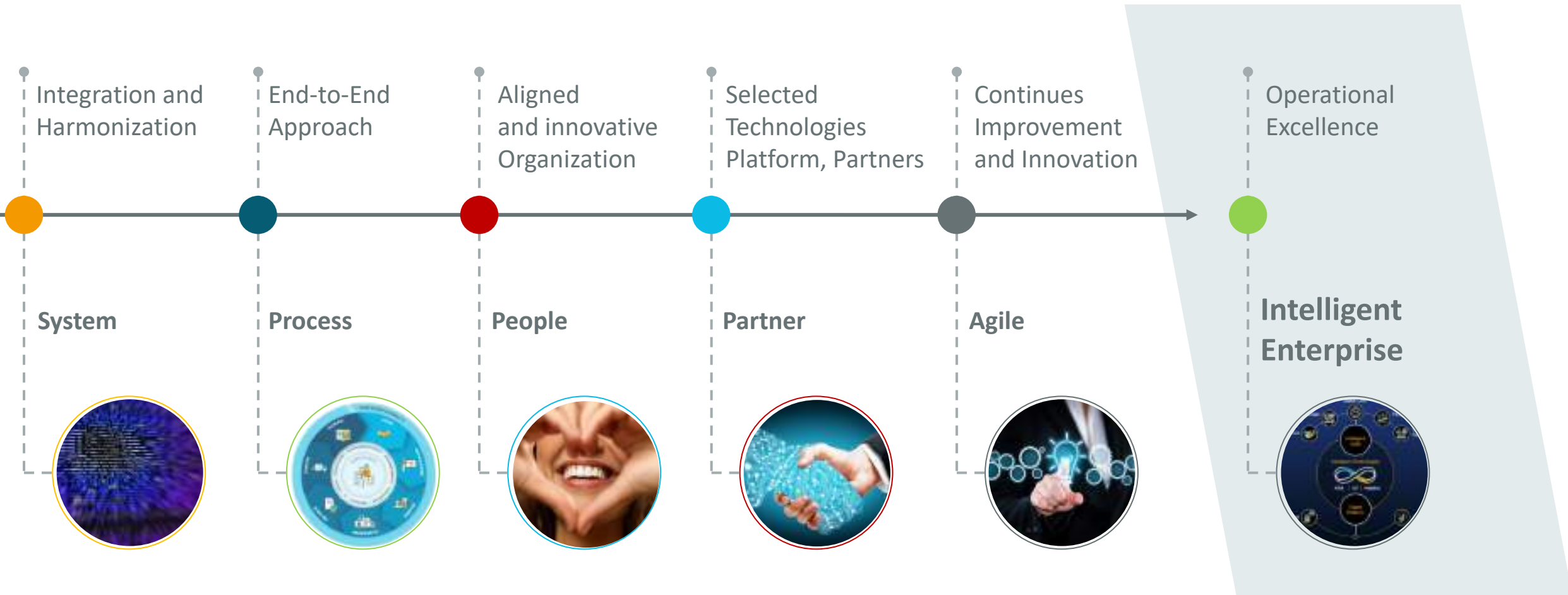
**MACHINE SETTING MANAGEMENT
PROCESS, MACHINE AND HUMAN AS ONE**

05

STRATEGIC PARTNERS

Stability & Agility

ALONG THE WAY...



T.CON – TEAM CONSULTING

We connect...

Processes



based on
SAP



Systems



People





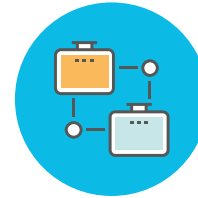
Implementation
Roll Out
Carve Out



Optimization
Digitalization

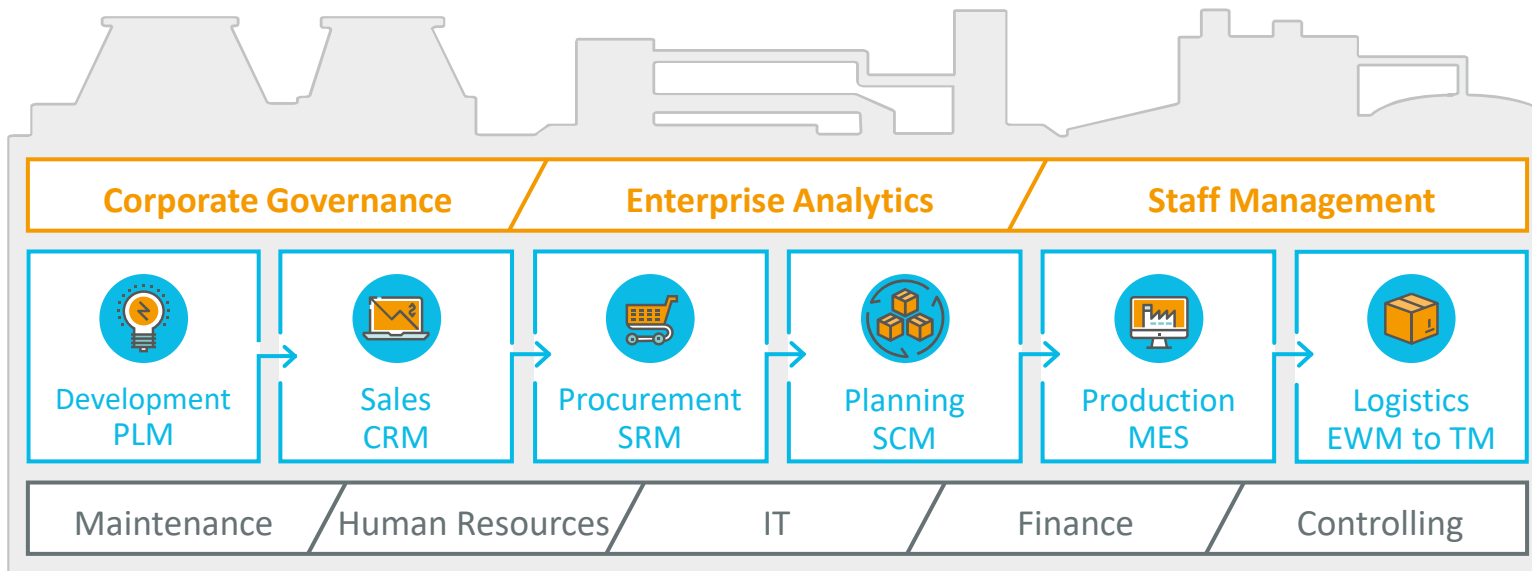


S/4
Transition



Managed
Services

SAP® **Recognized Expertise**
Mill Products



T.CON Industry Solutions

- MES CAT
- Enterprise Logbook
- Machine Setting Management
- Workforce Management
- Mobile Warehouse
- Mobile Maintenance
- PLC-Cockpit
- Variants Manager
- Cloud EDI
- Smart CRM

RESILIENT AND AGILE SUPPLY CHAIN



CHALLENGES DURING THE PANDEMIC

- Additional protective material
- Availability of raw materials
- Volatile supply chains
- Quarantine: Personnel planning
- Redundant data retention



STABLE SUPPLY CHAIN

- Capacity planning on production lines with permanent overload
- Short-term qualifications
- Personnel planning and qualifications for alternative shift staffing



**OUR TEAM
FOR YOUR SUCCESS!**

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**OR VISIT US AT THE
PARTNER ZONE!**





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YOUR SUCCESS!



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