SAP Product Lifecycle Costing on SAP HANA:
From Co-innovator to Ramp-Up Customer

Speaker

PWO

Philipp Feger

Industrial Engineer, M.Eng.

+49 172 7674541

philipp.feger@progress-werk.de

- Four years experience as Business Process Manager at PWO
- System Manager for CRM, PM, Action Management
- IT Project Manager
=> Focus on global development process

Agenda

1. Company Introduction

2. Challenges

3. Analysis of IT Solutions

4. Project Roadmap

5. Summary

6. Questions & Answers

1. Company Introduction
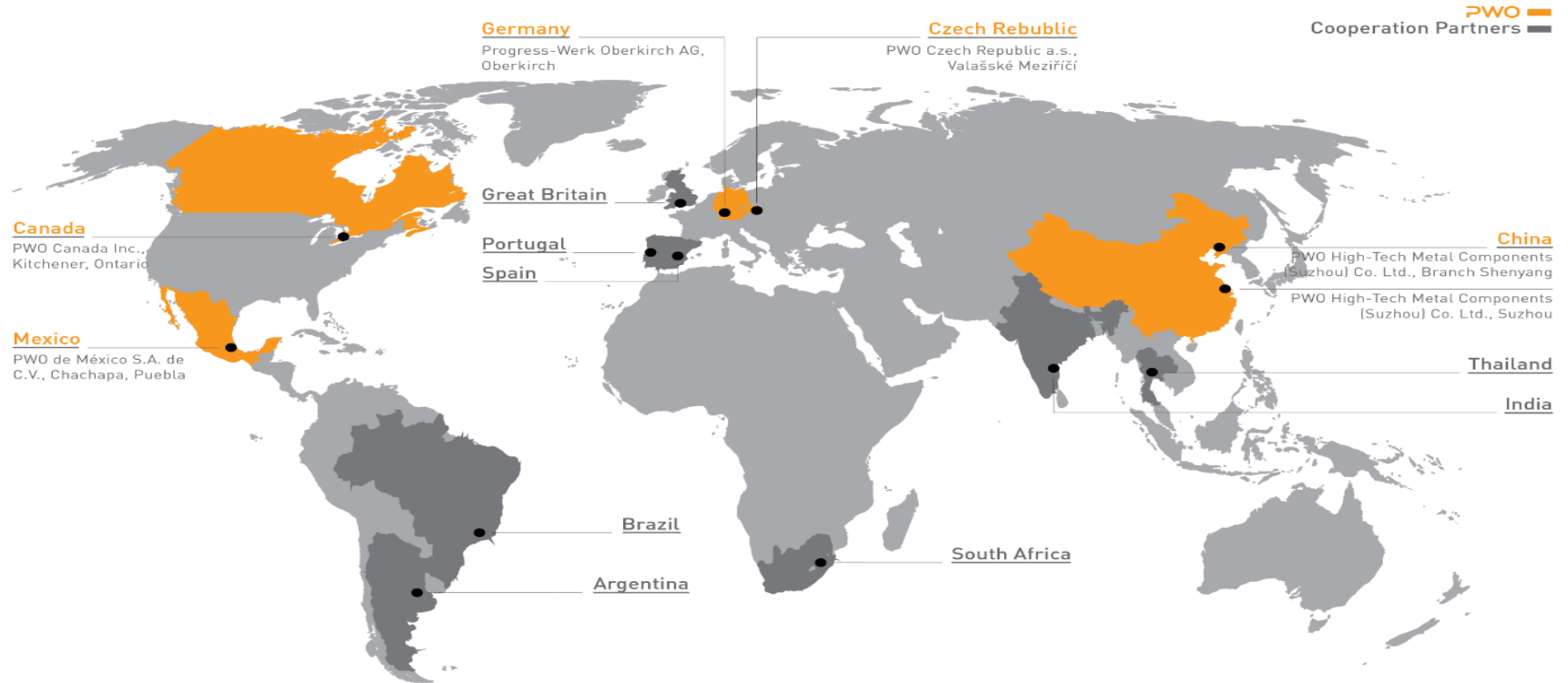## PWO Group

PWO

History

- Founded 1919 as PWO AG
  Headquarter in Oberkirch, Germany

- Initial public offering in 1978
  Listed in the Prime Standard

- Sales of € 405M

- 3.140 employees worldwide

- 6 locations in 5 countries
  (Canada, 2xChina, Czech Republic,
  Germany, Mexiko)

- Development and manufacturing of
  lightweight metal components and systems
  for the automotive industry

Key Customers

Audi, BMW, BOSCH, brose Technik für Automobile, Continental, DAIMLER, faurecia, Ford, ŠKODA, Johnson Controls, KSPG Automotive, PORSCHE, ŠKODA, ThyssenKrupp, Trelleborg Vibracoustic, TRW, Valeo, Visteon, Volkswagen, WABCO, ZF

Status: 2015

PWO — Cooperation Partners

Germany
Progress-Werk Oberkirch AG, Oberkirch

Czech Rebublic
PWO Czech Republic a.s., Valašské Meziříčí

Great Britain

Canada
PWO Canada Inc., Kitchener, Ontario

Portugal

Spain

China
PWO High-Tech Metal Components (Suzhou) Co. Ltd., Branch Shenyang

PWO High-Tech Metal Components (Suzhou) Co. Ltd., Suzhou

Mexico
PWO de México S.A. de C.V., Chachapa, Puebla

Thailand

India

Brazil

South Africa

Argentina

1. Company introduction
Product segments

DEEPDRAWN PARTS
- **MOTORHOUSING**
- **POWERTRAIN**
- **SUSPENSION**

33 %

STEERING / SEAT
- **STEERING**
- **ECU**
- **SEAT**

33 %

BODY STRUCTURE
- **BODY COMPONENTS**
- **IP CARRIER**
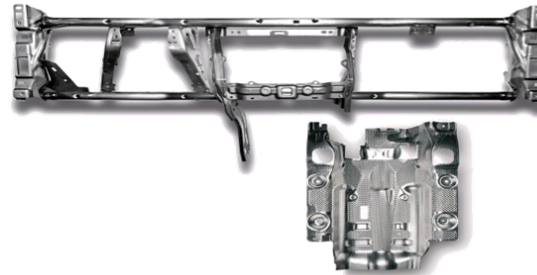
34 %

percentage of turnover 2015

Agenda

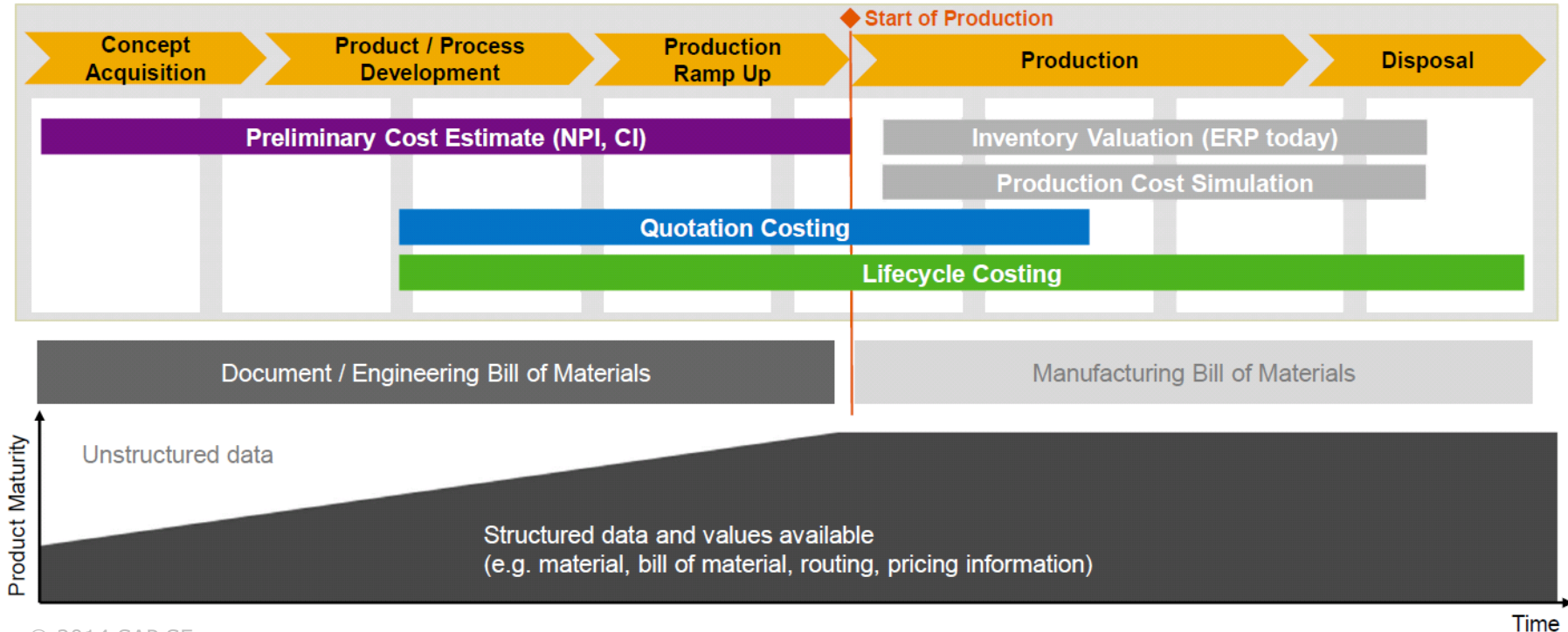1. Company Introduction

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2. Challenges
Current Situation

2. Challenges
Current Situation

Quote Calculation

Pre / Post Calculation

Platform
- Low level of structured data
- Limited functionalities
- Easy to manipulate
- Currentness of masterdata (existing calculations)

Different calculation sheets in the PWO group
- Different elements of costs in the individual cost pool
- Different unterstanding based on different calculation sheets
- High effort to create an intercompany calculation (increasing intercompany business)

Consistency
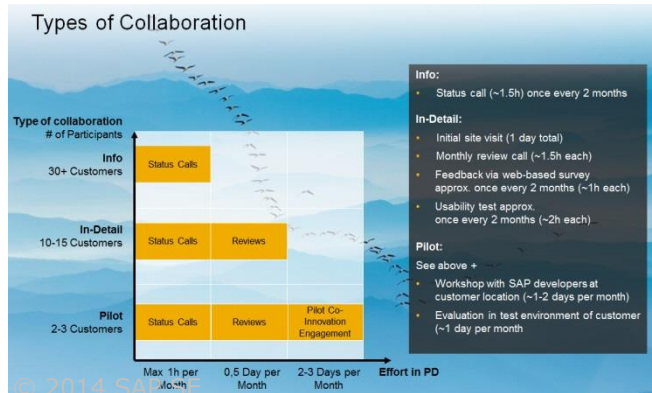- Comparability of Quote / Pre / Post Calculation is linked with high effort

Error potential

Rework

Costs

Effort

Efficiency

Potential

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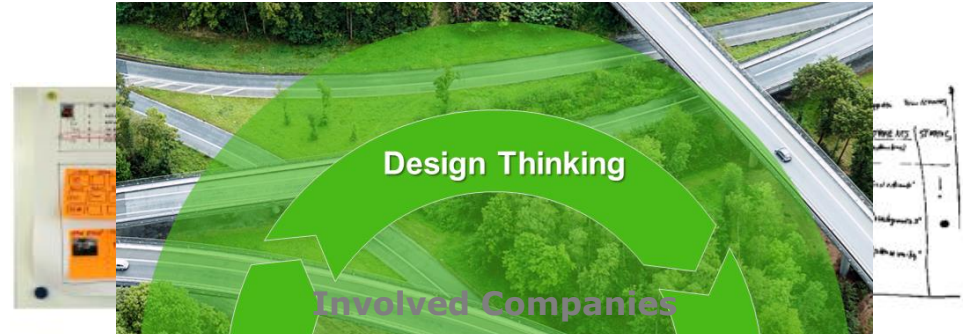
5. Summary

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3. Analysis of IT Solutions
Review

Activities 2013

➢ Analysis of existing IT solutions
  ➢ Costs (internal/external)
  ➢ Usability
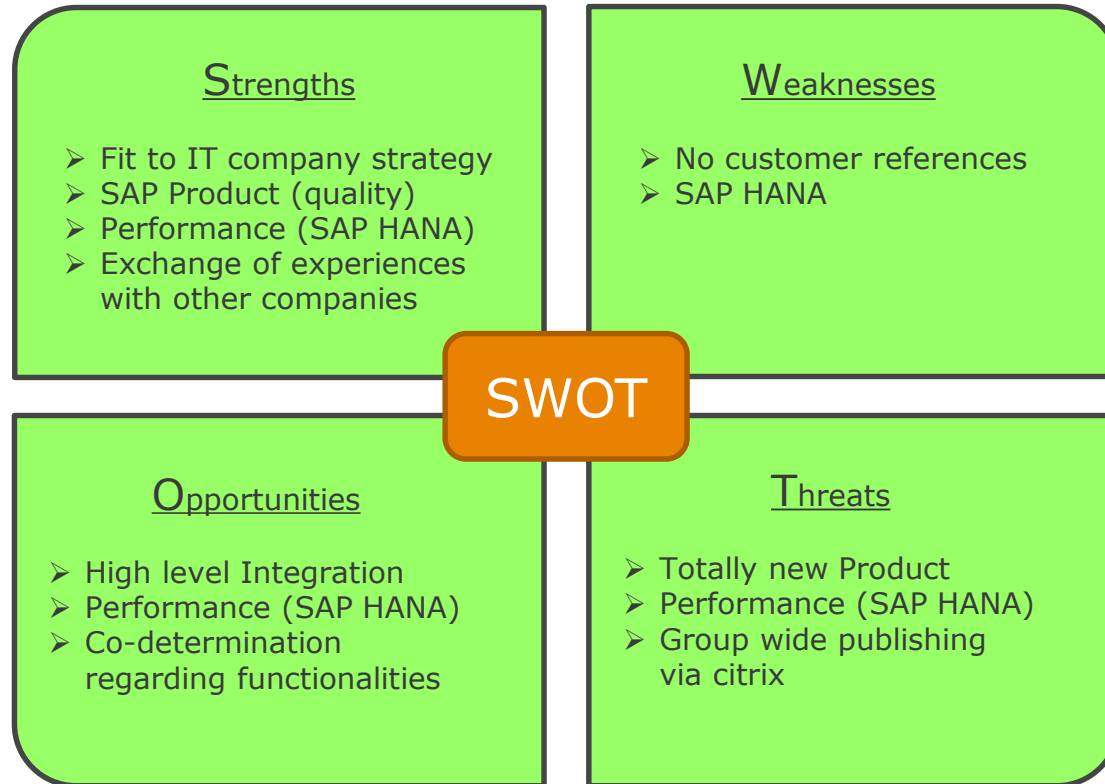 ➢ Timeline
  ➢ …

➢ Contact to SAP via PLM partner

Method

3. Analysis of IT Solutions
SWOT Analysis Highlights SAP PLC

Strengths

- Fit to IT company strategy
- SAP Product (quality)
- Performance (SAP HANA)
- Exchange of experiences with other companies

Weaknesses

- No customer references
- SAP HANA

SWOT

Opportunities

- High level Integration
- Performance (SAP HANA)
- Co-determination regarding functionalities

Threats

- Totally new Product
- Performance (SAP HANA)
- Group wide publishing via citrix
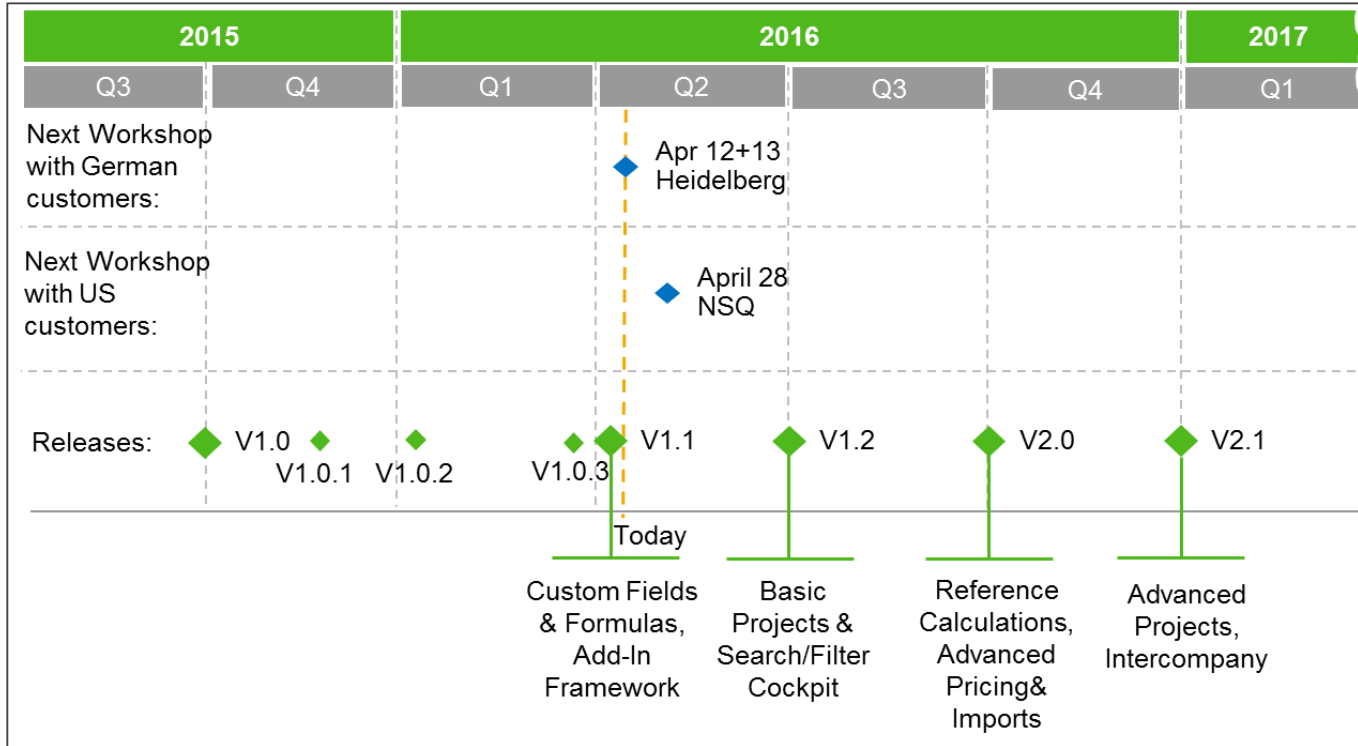
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4. Project Roadmap
Release Plan SAP

	2015		2016				2017
	Q3	Q4	Q1	Q2	Q3	Q4	Q1

Next Workshop with German customers: Apr 12+13 Heidelberg

Next Workshop with US customers: April 28 NSQ

Releases: V1.0 — V1.0.1 — V1.0.2 — V1.0.3 — V1.1 — V1.2 — V2.0 — V2.1

Today

- **V1.1:** Custom Fields & Formulas, Add-In Framework
- **V1.2:** Basic Projects & Search/Filter Cockpit
- **V2.0:** Reference Calculations, Advanced Pricing & Imports
- **V2.1:** Advanced Projects, Intercompany

➡ Step by Step implementation (depending on SAP release plan / published functionalities)

4. Project Roadmap
Implementation PWO

History

Oct 2015	◆	SAP PLC Customer Launch Event V1.0
Oct 2015	◆	Sourcing decision PWO AG
Nov 2015	◆	Start of consulting workshops
May 2016	◆	Update SAP PLC V1.1.1
June 2016	◆	

Collaboration
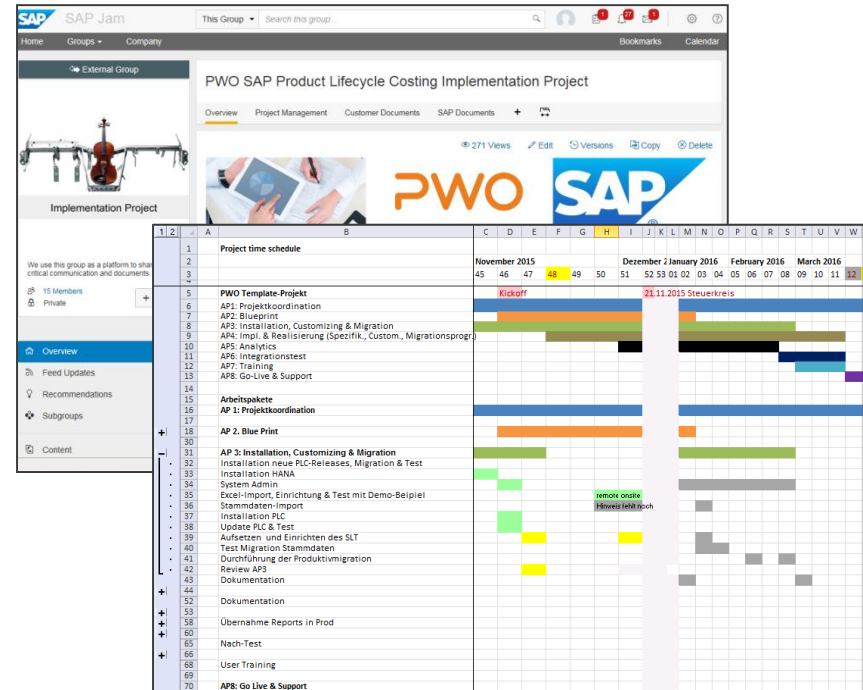
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PWO

Further Steps

July 2016	◆	Prototype Step 1
Oct 2016	◆	Prototype Step 2
Jan 2017	◆	Prototype Step 3
April 2017	◆	Prototype Step 4
June 2017	◆	Rollout completed
June 2017	◆	Go live Group

Summary

Stand alone solution vs. SAP standard

Solution maturity is increasing

Elaborate concepts pay off

Teamwork & Support

‚Every voice is heard'

Exchange of experiences

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Vielen Dank/
Thank you