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# Rate Shopper integrated into SAP Hybris

Frank Porschke, SAP Systems Manager, Alex Gonzalez DBA,  
Sonny's Carwash Factory  
Session ID # 83882

# About the Speakers

## Frank Porschke

- SAP Systems Manager, Sonny's CarWash Factory
- First Wave SAP consultant, started out with Deloitte Consulting in 1995.
- German

## Alex Gonzalez

- DBA, Sonny's CarWash Factory
- +19 year as SAP consultant
- South American road warrior

# Key Outcomes/Objectives

1. How to setup Hybris Shipping Rate determination.
2. How to charge estimated rate versus actual.
3. Master data requirements.

# Agenda

- Sonny's Introduction
- Sonny's Pre Hybris
- Key Issues
- ProcessWeaver Rate Shopper

# Sonnys' Introduction

- Sonny's The Carwash Factory.
- Headquartered in Tamarac, Florida.
- 200 Million + Company Revenue.
- Provides One Stop Solution for the Carwash Industry, Tunnels, Parts, Controls, Chemicals and Training.
- Serving 20,000 plus customers & ship-to's.
- Live on Hybris since mid-2016.
- 400 plus Web orders per week.

# Hybris Webpage

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## Sonny's Pre Hybris

- SAP WCEM.
- No delivery cost calculation at time of check out.
- Delivery cost estimated based on total order value in percent → 20-30%.
- Actual delivery cost charged at shipment.

## Key Issues

- Customer not aware of shipping cost at check out.
- Delivery cost estimate often too high, therefore credit card preauthorization too high.
- No incentive to use our webpage.
- Freight estimate logic was applied only to call in orders.

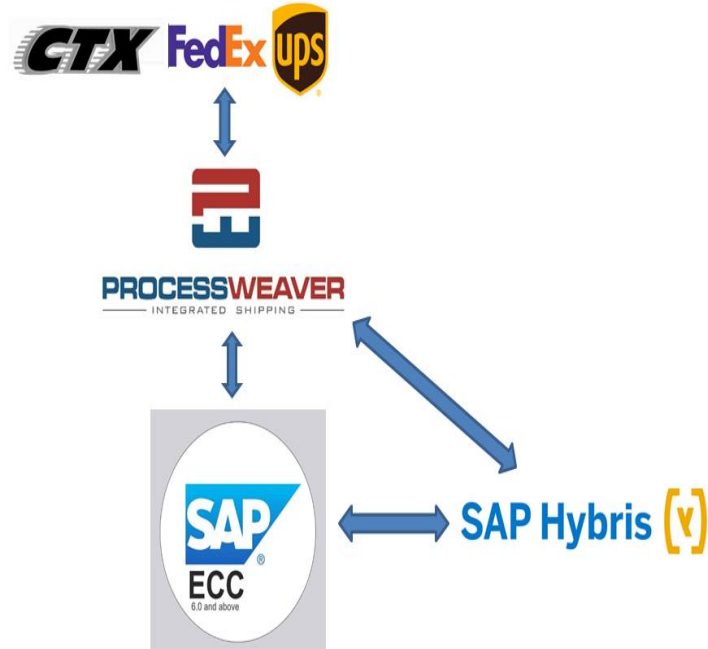


# ProcessWeaver Rate Shopper Appeal

- Actual freight calculation at time of checkout.
- No over preauthorization.
- Incentive to shop through our webpage rather than call in.
- Rate Shopper functionality available for call in orders as well.
- Already established relationship with ProcessWeaver, processing shipments via PW Centralized Shipping Solution.
- Simple enhancement WebService simulate order.

# Installation

- Integration



- Setup

At time of checkout, Hybris will simulate the order using ECC Web Service to determine the estimated freight for our custom freight condition ZFRT based on weight in the material master.

# Key Benefit: Hybris Rate Shopper



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Cloth, 48in Tire Shine Insulator Qty 4  
Parker Hyd Motor TE0100FS100AAAC MF0609R Qty 1  
Connector 6400-8-10 JIC 1/2 x 5/8 O-Ring Qty 1

## Shipment Method

<b>FEDEX - GROUND - \$24.33</b>
FEDEX - EXPRESSSAVER - \$51.62
FEDEX - 2DAY - \$61.33
FEDEX - 2DAY® A.M - \$66.03
FEDEX - STANDARD OVERNIGHT - \$96.69
FEDEX - PRIORITYOVERNIGHT - \$103.11
FEDEX - FIRST OVERNIGHT - \$167.61
PICKUP - PICK-UP - \$0.00

NEXT

3 Payment & Billing Address

4 Final Review



Hose Bend Restrictor, Vinyl \$2.90

3/8in, Black

10002188

Qty 12



Cloth, 48in Tire Shine \$9.99

Insulator

20011240

Qty 4



Parker Hyd Motor \$348.74

TE0100FS100AAAC MF0609R

40010921

Qty 1



# In ECC – Call In order

## Change Standard Order 373121: Header Data



Standard Order

373121

Purchase order no.

Sold-to party

109975

Liberty Car Wash / 5605 Hiatus Rd / Tamarac FL 33321-6408

Sales

Shipping

Billing Document

Payment cards

Accounting

Conditions

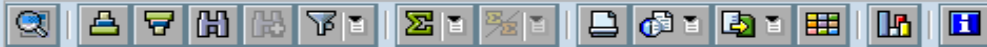
Account assignment

Partners

Texts

Order Data

CAD Drawing Project Number



### EFS - Enterprise Freight Shopping

Plant	Weight	Freight	Carrier Service	Description	Delivery Date
1000	23.760	24.33	0000000021	GROUND	03/28/2019
1000	23.760	51.62	0000000026	EXPRESSSAVER	04/01/2019
1000	23.760	61.33	0000000025	2DAY	03/29/2019
1000	23.760	66.03	0000000024	2DAY® A.M	03/29/2019
1000	23.760	96.69	0000000022	STANDARD OVERNIGHT	03/28/2019
1000	23.760	103.11	0000000023	PRIORITYOVERNIGHT	03/28/2019
1000	23.760	167.61	0000000050	FIRST OVERNIGHT	03/28/2019

# Actual Rate shop at the shipping station

Current Shipment				Last Shipment			
Ship Method:	21-FEDEX GROUND			Ship Method:			
Delivery/Shipment	81584220	<input type="checkbox"/> Non SAP	Point 1000	Delivery Doc#:		<input type="checkbox"/> Non SAP	
Handling Unit				Handling Unit			
Payment Code	SENDER	Dim:(LxWxH)	IN	Payment Code		Dim:(LxWxH)	
3rdPty/Recp A/c#:		3rdZip/Cnt		3rdPty/Recp A/c#:		3rdPty Zip	
Company:	Lawrence Tunnel Wash			Company:			
Contact/Phone:		/	9184027796	Contact/Phone:		/	
Address1 /2:	4850 Bauer Farm Dr			Address1 /2:			
City:	Lawrence	State/Province:	KS	City:		State/Province:	
Postal Code:	660499038	Country:	US	Postal Code:		Country:	
INT Duties/Taxes	COLLECT	Customs	USD	INT Duties/Taxes		Customs/DecVal:	
No.Packs:	1	of 1	Weight: 24 LBS	No. Packages:		of	Weight:
ITN/XTN (SED/EEI)		Ship Date	04/01/2019	ITN/XTN (SED/EEI)			
EmailID				EmailID			
NMFC Class	133300-3	No.of LTL Packs		NMFC Class			
Picker							
Tracking Info				Tracking Info			
Tracking/Pro No:				Tracking Number:			
Cancel by Track:				Freight		Discount	
Freight		Class 65	Discount				

# Tracking Info

Outbound Delivery Edit Goto Extras Environment Subsequent Functions System Help

**Hybris Delivery 81659651 Display: Header Details**

Post Goods Issue

Ship-to party: 205016 Lawrence Tunnel Wash / 4850 Bauer Farm Dr / Lawrence KS 66049-9038

Processing Picking Loading Shipment Foreign Trade/Customs Financial Processing Administration Partner Texts Conditions Data

ECS Tracking

Delivery Number: 0081659651 Customer Po:   
Sales Order: 0030133415 Carrier: FEDEX GROUND

Shipment Tracking Details

Ship Date	Handling Unit	Tracking Number	POD Signature	POD Date	POD Time
03/21/2019		786165570726			00:00:00
03/21/2019		786165571593			00:00:00

FedEx. Shipping Tracking Printing Services Locations Support Sign In

TRACK ANOTHER SHIPMENT

786165570726

Delivered  
Tuesday 3/26/2019 at 9:28 am

# Capture Freight Cost

**Hybris Delivery 81659651 Display: Header Details**

Post Goods Issue

Ship-to party: 205016 Lawrence Tunnel Wash / 4850 Bauer Farm Dr / Lawrence KS 66049-9038

Processing / Picking / Loading / Shipment / Foreign Trade/Customs / Financial Processing / Administration / Partner / Texts / Co

Net	34.84	USD
Tax	0.00	

Pricing Elements

No	CnTy	Name	Amount	Crcy	per	UoM	Condition value	Curr.	Status	Condition v
■	ZFRT	Sonny's Freight	34.84	USD			34.84	USD		

# Shipping Data Collection

Table to be searched	ZPWMANIFEST	Shipping Manifest Information	
Number of hits	500		
Runtime	0	Maximum no. of hits	500

Created on	Time	Plant	Delivery	Package Co	Total Pack	Vendor	Char 20	ShipCosts	HU	Document	Purchase order no.	Tracking Number
03/21/2019	09:00:47	1000	81658324	3	00003	21	FEDEX	72.87		394017		786159242880
03/21/2019	09:03:01	1000	81658367	1	00001	21	FEDEX	14.21		30133202		786159296777
03/21/2019	09:07:44	1000	81658362	1	00001	21	FEDEX	21.87		394040	GlennA03192019	786159388326
03/21/2019	09:08:40	1000	81658379	1	00001	21	FEDEX	17.91		394052	txsan_patb03162019	786159412714
03/21/2019	09:13:55	1000	81658314	1	00003	21	FEDEX	66.87		30132913	MGA22385	786159525235
03/21/2019	09:13:55	1000	81658314	2	00003	21	FEDEX	66.87		30132913	MGA22385	786159525588
03/21/2019	09:13:55	1000	81658314	3	00003	21	FEDEX	66.87		30132913	MGA22385	786159526713
03/21/2019	09:19:15	1000	81657130	1	00001	21	FEDEX	14.27		30131668		786159642252
03/21/2019	09:20:46	1000	81657129	1	00001	21	FEDEX	12.4		393791	Darryl	786159677452
03/21/2019	09:23:11	1000	81656043	1	00001	21	FEDEX	24.88		30132701		786159735140
03/21/2019	09:28:03	1000	81658290	1	00001	21	FEDEX	29.92		30133159		786159865281
03/21/2019	09:29:39	1000	81657131	1	00004	21	FEDEX	104.48		30132911	22-1803-01TJ	786159896328
03/21/2019	09:29:39	1000	81657131	2	00004	21	FEDEX	104.48		30132911	22-1803-01TJ	786159896590



# ECC Copy Control Setup for web freight rate

## Guarantee

- Call in Order actual freight charge
- Web Order estimated freight charge

LF  
Delivery

TAN  
Standard Item

Billing quantity G  
Pos./neg. quantity +  
Pricing type G  
PricingExchRate type  
 Cumulate cost  
Price source E

Price source	Short Descript.
	Order
A	Purchase order
B	Purchase order/delivery
C	not used
D	Delivery
E	Delivery/order
F	Shipment costs
G	external

YHLF  
Hybris Delivery

TAN  
Standard Item

Billing quantity G  
Pos./neg. quantity +  
Pricing type G  
PricingExchRate type  
 Cumulate cost  
Price source

Price source	Short Descript.
	Order
A	Purchase order
B	Purchase order/delivery
C	not used
D	Delivery
E	Delivery/order
F	Shipment costs
G	external

## Lesson Learned

- Get Material Master data weights and dimensions up to date.
- Use exception rules to quote large items individually.
- Run validation reports to adjust master data (fine tuning).

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# Presentation Materials

Access the slides from 2019 ASUG Annual Conference here:

<http://info.asug.com/2019-ac-slides>

# Q&A

For questions after this session, contact us at [fporschke@sonnysdirect.com](mailto:fporschke@sonnysdirect.com) and [agonzalez@sonnysdirect.com](mailto:agonzalez@sonnysdirect.com).

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