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Americas' SAP Users' Group

Seamlessly Supplying Animal Health Products with EWM and ECC

Tim Schultz, SAP Architect
Animal Health International

Joe Cabrera, Partner
ERP Integrated Solutions

Session ID 82711

About the Speakers

Tim Schultz

- SAP Architect, Animal Health International
- Functional Design Decisions across Patterson Companies SAP Landscapes
- Fun Fact: Denver Broncos will have a winning record this year

Joe Cabrera

- Partner, ERP Integrated Solutions
- Oversee all sales and marketing operations and partner relations.
- Fun Fact: Big L.A. Dodgers fan

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Key Outcomes/Objectives

1. Enhanced Customer Experience

2. HAZMAT Shipping Documentation and Prevention

3. Integrated Package Tracking

4. Cloud-based Real-time Freight Rating

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Agenda

- About Animal Health
- Animal Health's Secret Weapons
- Triumphant Trio – EWM, ECC, and ShipERP
- Implementation and Run Highlights
- Go-live Experience
- ROI of Strategies

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About Us

ANIMAL HEALTH INTERNATIONAL

- Premier animal health company in North America
- Distribute companion animal, equine, cattle, poultry, and swine products for more than 40 years.
- Subsidiary of Patterson Companies International

Overview

CUSTOMER EXPERIENCE AND SUPPLY CHAIN REQUIREMENTS

- Distributing products containing chemicals to international and domestic customers requires:

- Enhanced Customer Experience

- HAZMAT Shipping Documentation and Prevention

- Integrated Package Tracking

- Cloud-based real-time Freight Rating

Animal Health's Secret Weapons

SAP Strategy Implementation
- SAP EWM
- SAP ECC
- Sales Order Integration
- Rate Shopping
- Freight Pricing
- Customer Experience
- Shipment Planning/Transportation Management
- HAZMAT

Cohesive Shipping

Our journey with ShipERP – fully-configurable and fully-integrated SAP shipping solution

- Removed an old unreliable, unsupported, decentralized shipping solution at each warehouse.

- Ability to rate shop at order entry time.

- Ability to charge customers actual freight at time of shipment with invoice in the box.

- Implemented e-commerce integration that determines actual freight cost at time of order entry and charge to customer's payment method.
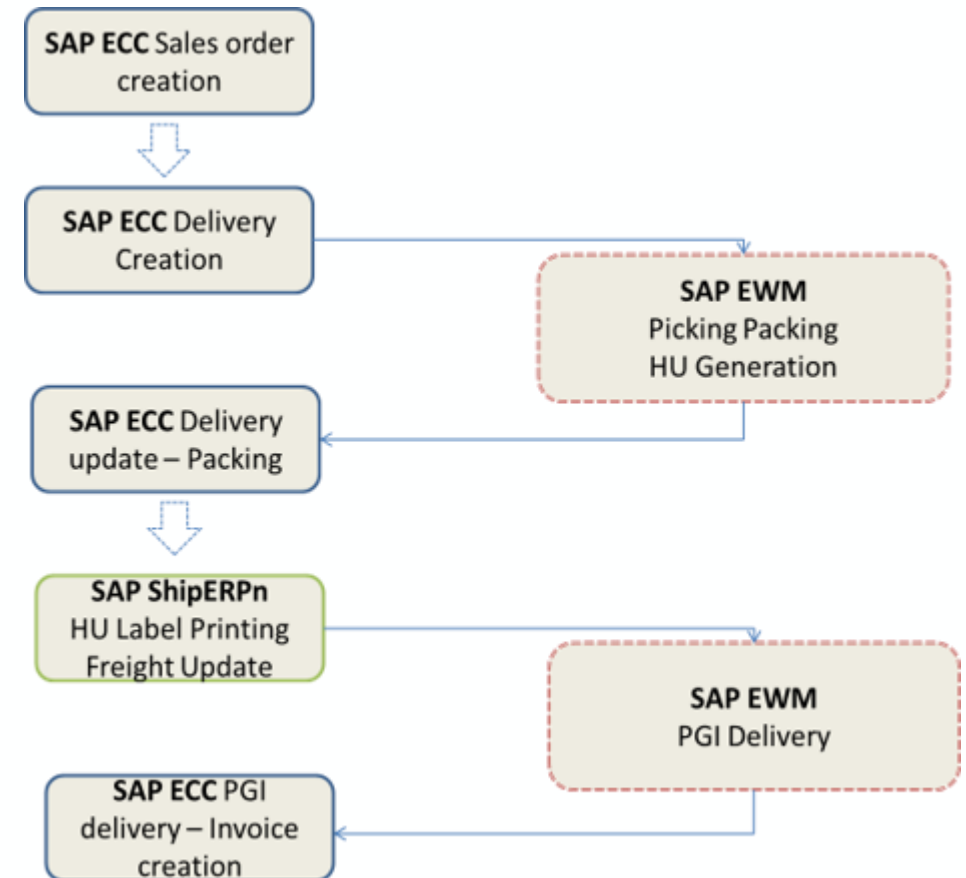
Product Highlights

- Completely Integrated into SAP ECC
- Comes with its own IMG space and object namespace
- Fully supported SAP Silver Partner
- Cloud integration ready for most carriers that we use
- Looks and feels like SAP
- Uses standard SAP constructs like "condition technique"
- Easy solution for our HAZMAT requirements
- Easy to capture and pass on actual and intangible freight costs - (fuel surcharges, COD, etc.)

The Triumphant Trio

The steps to success: ECC, EWM, ShipERP

1. Sales order and delivery creation is implemented in SAP ECC.
2. Delivery is sent over to EWM where picking and packing takes place.
3. Once picking and packing is completed, the delivery update is sent to ECC where picking for the specific delivery is set to C and the HU is updated in the packing section.
4. Invoice is created. Success!

Implementation and Run Highlights

- Utilized ECC, EWM, and ShipERP
- Design, build, and configure tool in approximately 5 months
- Team of 2 internal SAP Order-to-Cash Function Analysts
- Team of 1 - 2 ShipERP experts
  - 70% of time on site, 30% of time was remote
- Fast and flexible support from planning to go-live
  - As well as ongoing support as needed
- Solution Delivery and Support teams went above and beyond to support AHI's unique processes.

Go-Live Experience

- Rolled out solution to groups of 4-7 plants at a time

- AHI utilizes shipping strategy at 50+ plants

- Seamless – Low impact to users

- Team members can use the new ShipERP screen in order entry if needed

- No latency or response time issues due to Shipping Software
  – Only one event to date.

ROI of Strategies

- Risk Mitigation - removed unsupported shipping system
- Real-Time Rate Shopping - improved customer experience
- Increased Reliability and Uptime
- Integrated Package Tracking back to Order Entry/Invoice
- Improved Freight Invoice Auditing

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Presentation Materials

Access the slides from 2019 ASUG Annual Conference here:
http://info.asug.com/2019-ac-slides

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Q&A

For questions after this session, contact us at
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