

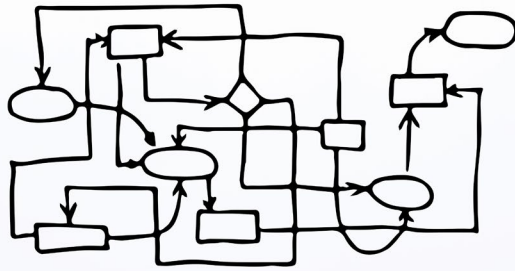
# Unlocking Efficiency and Innovation

## A Journey through Process Automation and Digital Transformation

**Azmath Baig, Director Enterprise Applications**

**PRIME**SOURCE<sup>®</sup>  
BUILDING PRODUCTS, INC.

# Session Overview



- Drivers for Automation
- Automation Use Cases
- Organizational Approach and Implementation Challenges
- Business Impact and Lessons Learned
- Demonstrations
- Future use cases and plans
- Q&A

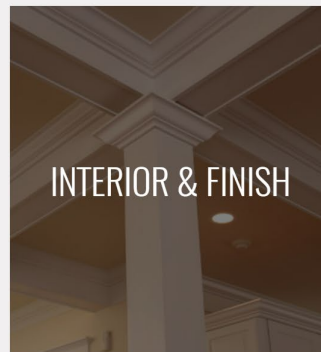
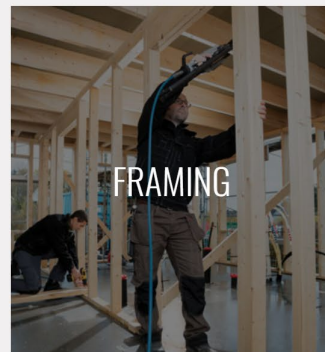
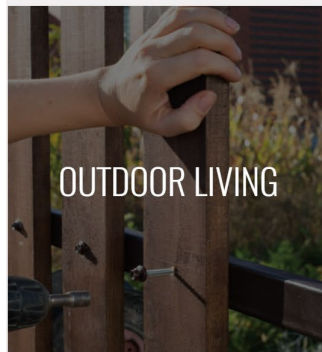
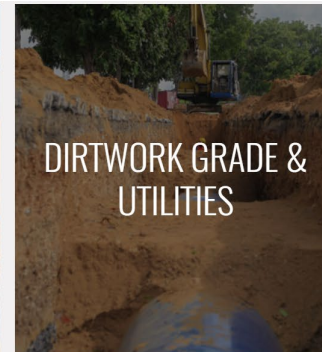
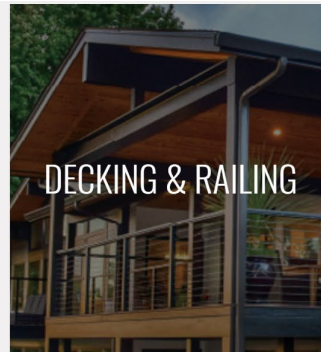
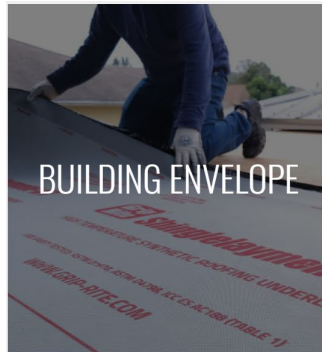
# About PrimeSource Building Products

PrimeSource Building Products is the pre-eminent, full-service national provider of the industry's premier brands. Home to the legendary Grip-Rite and Pro-Twist fastener brands, as well as RailFX, Nationwide Industries, Klinch-Pak, Complete, Ultra-Tec and LockeyUSA, PrimeSource Building Products owns a distinct advantage operating both as a leading manufacturer of proprietary brands and a distributor of premier third-party brands.



# About PrimeSource Building Products

PrimeSource Building Products is THE single-source, trusted provider of the products needed for nearly every phase of construction. Serving both residential and commercial construction retailers and dealers, PrimeSource Building Products is home to over 40,000 skus from the best brands in the industry.



# The Challenge

PrimeSource Building Products (PBP) faced no shortage of business process automation technology platforms when selecting one to support its critical business processes.

This session will review how PBP tackled SAP Master Data Governance and Business Process Automation using a **no-code** Business Technology Platform with direct connectivity to SAP, and interfaces to DocuSign, Address Doctor, and Data Mart.



# Key Automation Drivers

Process improvement and automation are paramount



Reduce manual data entry



Predict data



Improve data quality



Reduce errors and mistakes

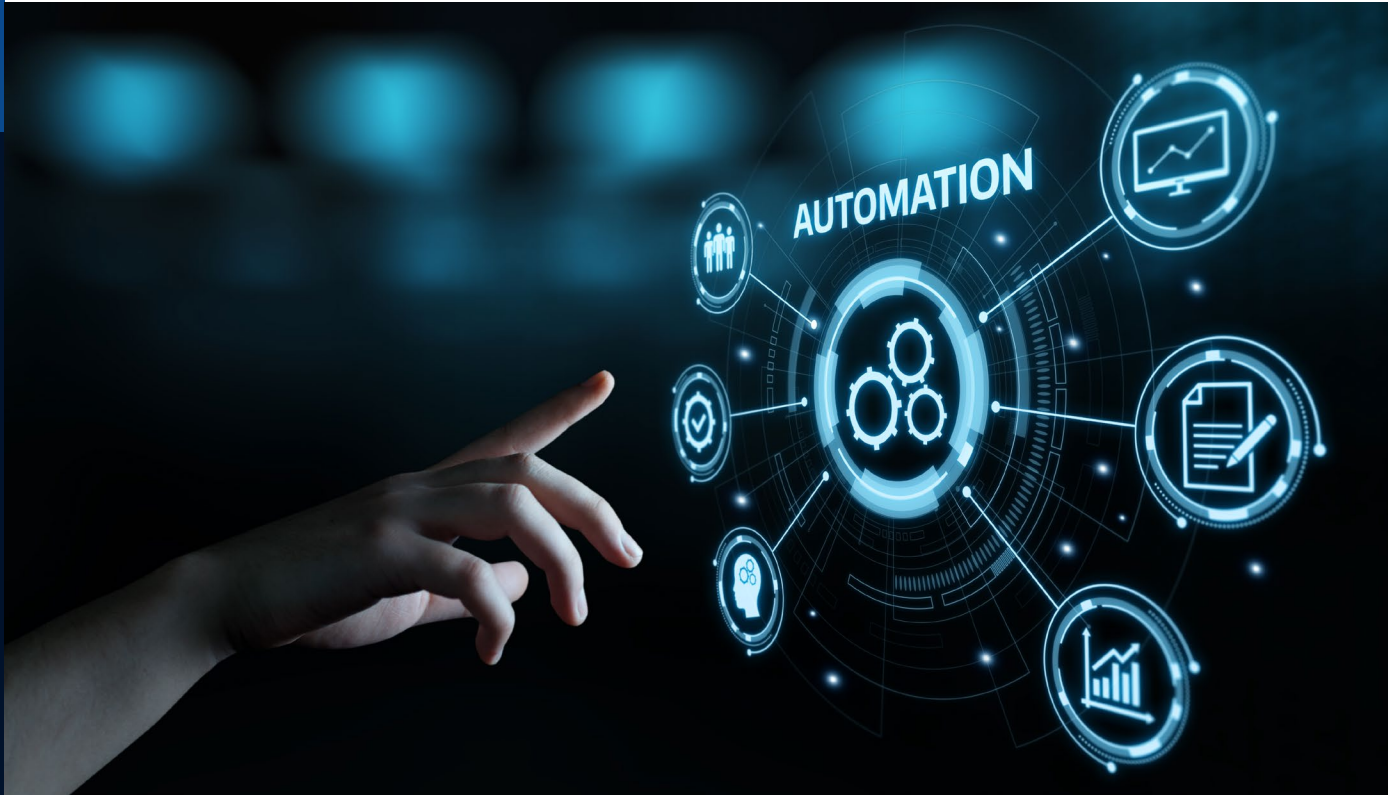


Implement RPA where possible



Improve processing time and productivity

# Automation Use Cases



- Customer Rebate Processing
- New Customer Requests
- Customer Master Mass Updates
- Mass Purchase Order Creation
- Transfer Posting Mass Processing
- Sales Contract Mass Creation

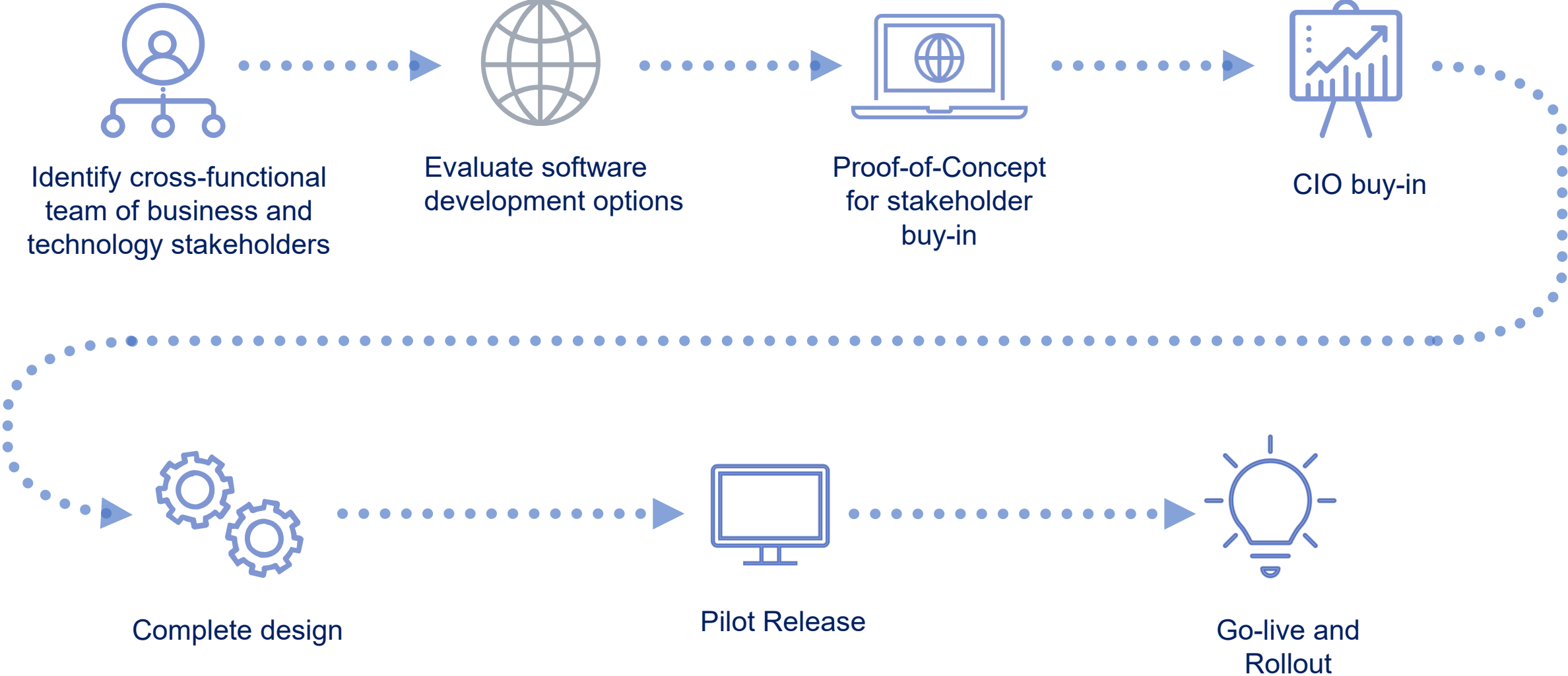


# Organizational Approach

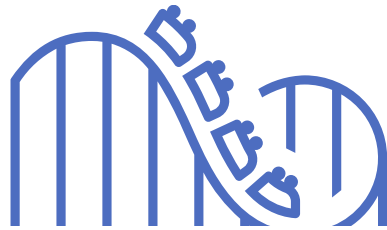
Technology Selection and Implementation Challenges



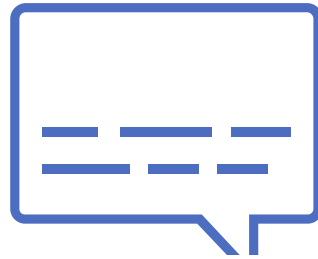
# Organizational Approach



# Implementation Challenges



Change  
Management  
and User  
Adoption



Translating  
between  
Business User  
Requirements  
and Technology  
Platform  
Features and  
Capabilities



Cross-functional  
Resource Availability:

C-Suite

IT

Business Stakeholders

# Business Impact of Automation

- **Rapid Development Enabled by:**

- Native Business Technology Platform integrated with SAP, DocuSign, Data Mart and Active Directory
- Business Rules Engine for implementation of complex business logic
- Flexible assignment and task management where user input is required

- **Assured 100% Compliance:**

- Business Rules govern elements of process, including:
  - Corporate Credit Approvers by level
  - Multi-State Tax Cert
  - Nexus States
  - Sales Office
  - Sales Managers
- Task notifications by email ensure the right person(s) brought in for approvals at right times

- **Easy Technology Administration**

- Active Directory synchronization
- Business logic exposable to those closest to it: Business Users

# Lessons Learned

- A significant benefit is the ability to have business users update key components of a design while maintaining the integrity of the design's business rules and workflow tasks. This offers us considerable flexibility without requiring changes to the design reducing the need to test design changes.
- Utilizing the business rules engine reduced data entry and improved data accuracy. Business rules also ensured all compliance components are adhered to.
- Requests are dynamically routed for various levels of approval.
- Additional benefits are out-of-the box integrations with various applications. Without installing anything on SAP, we completed our installation and integrated with SAP within a few hours. Also, the technology sits outside of SAP. It connects to SAP via SAP's .NET API. As such, all SAP authorization protocols are invoked, and we are not restricted to SAP's Change Transport System. This makes us very nimble when designing and/or enhancing solutions.

# Future Initiatives

- Leverage reporting, dashboards, KPI's
- Pricing update solution development
- Capital Expense Request and Budget Management

# Demonstrations

# Key Takeaways

- Build a solid business case
- Ensure successful user adoption by assembling a cross-functional team
- Use no-code to increase cohesiveness between technologists and business users on the team
- Choose a robust technology that integrates seamlessly with SAP and works beyond it.
- Identify quick wins – start there!



D4SAP for SAP SOLUTIONS™ is a business automation platform focusing on process automation as well as data handling and business rule execution designed for both the business and IT to use *without writing a single line.*

Master Data Governance

Workflow

Business Rules

RPA

Integrations

API's



# Example Customers

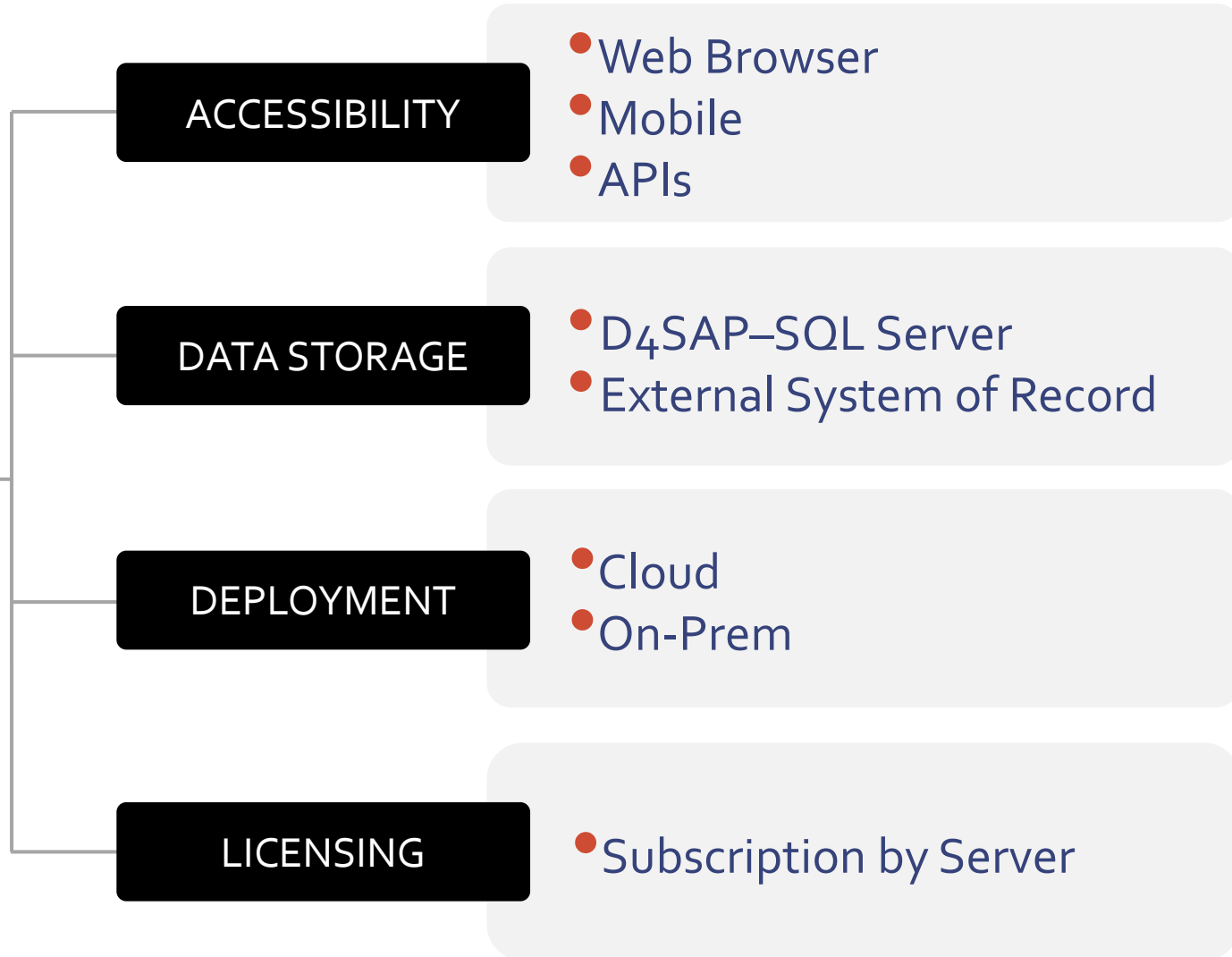


# Common Use Cases

- Active Data Governance
- Slow Moving/Obsolete Inventory Disposition
- PR/PO Release Strategy Management
- Sales Sample Request
- Mass Data Maintenance
- Data Migration (ECC to S/4, Legacy to SAP)

# Flexible Architecture

## Flexible



Be Careful What You Order

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# Where to Find More Information

Overview of the platform: <https://cfg-mgt.com/products/decisions-for-sap-solutions/>

Case studies: <https://cfg-mgt.com/case-studies/>

Whitepapers: <https://cfg-mgt.com/resources/white-papers/>

Request a demo: <https://cfg-mgt.com/contact-us/>

# Thank You!

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