



Do these sound familiar??

Master Data Scenario #1

Your business is buried in spreadsheets...

- You use Excel workbooks to create and manage SAP product data – one workbook per product
- Product managers own the workbooks
- Various individuals can own worksheets, columns in worksheets, or even individual cells
- Data is collected and managed in the workbook before being manually entered in your SAP system
- Data updates, changes, and additions are tracked manually

What happens when you create a new product, need real-time process status, or have to scale?

Master Data Scenario #2

You need to make a change to a subset of material records -- say from “Manufactured to “Kitted” as an ongoing project

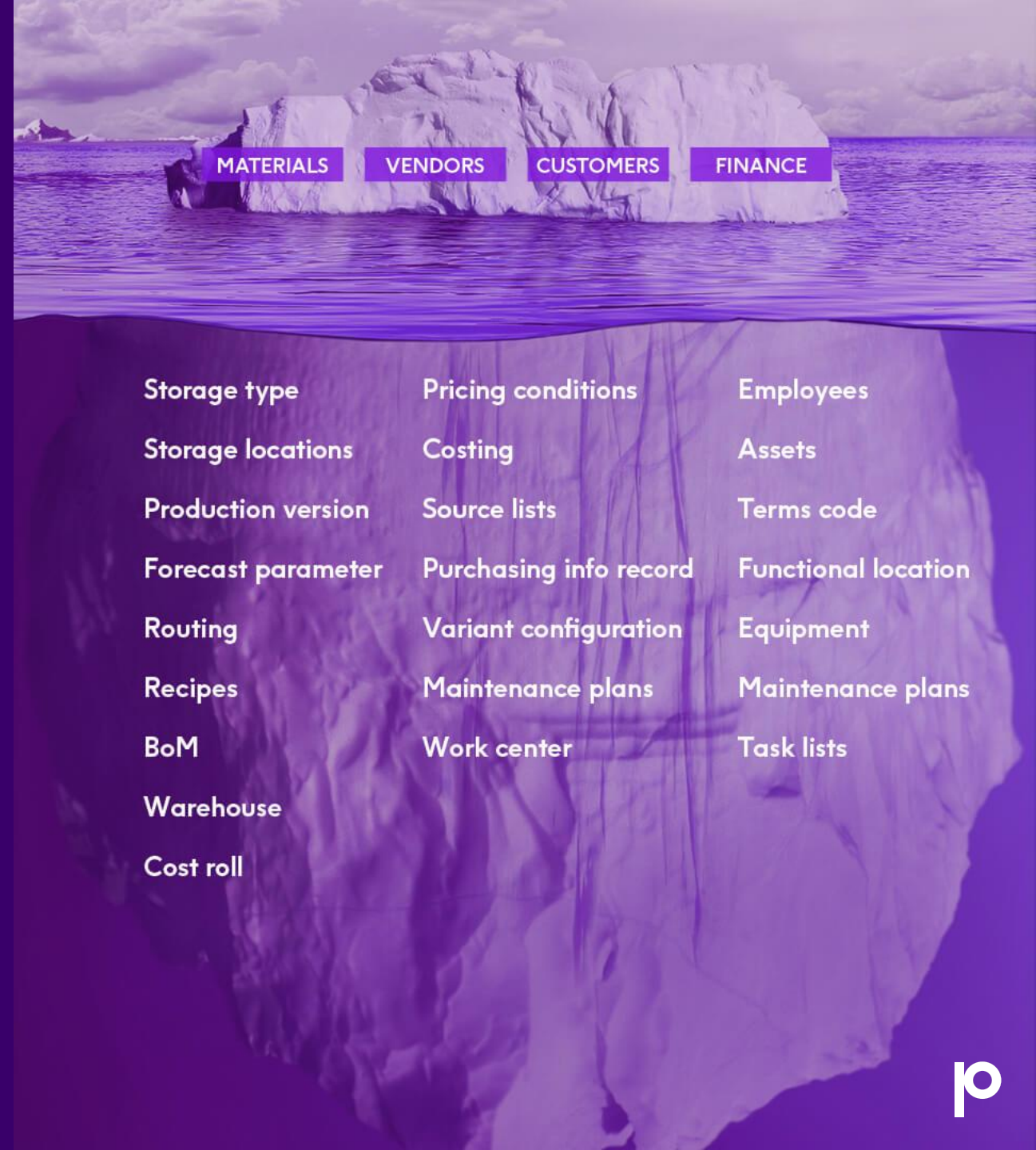
- This change will affect bills of materials, routings, sales orders, etc.
- Making these changes manually in the application interface will take about 60 hours/100 material records ... and you have thousands of records to update.
- This means you need to hire and train new staff at a cost of about \$4000/100 materials

There has to be a better way...

Agenda

- Challenges with SAP master data
 - Material master data
- Digital transformation, data, and processes
- The value of the Precisely Automate Platform
- Success Stories
- Key takeaways
- Questions

The complexity of SAP master data



MATERIALS

VENDORS

CUSTOMERS

FINANCE

Storage type

Storage locations

Production version

Forecast parameter

Routing

Recipes

BoM

Warehouse

Cost roll

Pricing conditions

Costing

Source lists

Purchasing info record

Variant configuration

Maintenance plans

Work center

Employees

Assets

Terms code

Functional location

Equipment

Maintenance plans

Task lists

Why Material Master

Complexity is multidimensional

Data complexity

- Complexity of master data records
- High-volume data processes
- Challenges data complexity creates for manual data entry and management processes

Process complexity

- Complex, data-intensive business processes involving multiple constituents are a challenge to automate
- Process governance and tracking
- Human-in-the-loop processes pose unique challenges for automation

Organizational complexity

- Multi-departmental processes
- Competing business priorities
- Short-term gains vs strategic initiatives

Material Master: Central to Operations

Connects multiple business use cases and activities



Material Master Records = Complexity



Typical number of data objects in a record



Avg 18 "screens" (out of 36 possible)

Materials Record Challenges

Process Complexity
& Inconsistencies

Data Creation &
Management
Processes

Data Quality &
Maintenance

Process
Simplification &
Standardization

Operational Red Flags

Inconsistent or
inaccurate material data
can lead to:

Order Fulfillment Errors

Wrong products shipped, incorrect
pricing, and customer dissatisfaction

Production Delays

Missing components or inaccurate BOMs
halt production lines, costing time and
money

Inventory Mismanagement

Overstocking or understocking lead to
wasted resources and lost sales
opportunities

Financial Reporting Inaccuracies

Misleading profitability calculations and
compliance issues

Why automation?

Materials management is a perfect example of the interdependence of process and data

Data
Creation

Data
Validation

Data
Movement

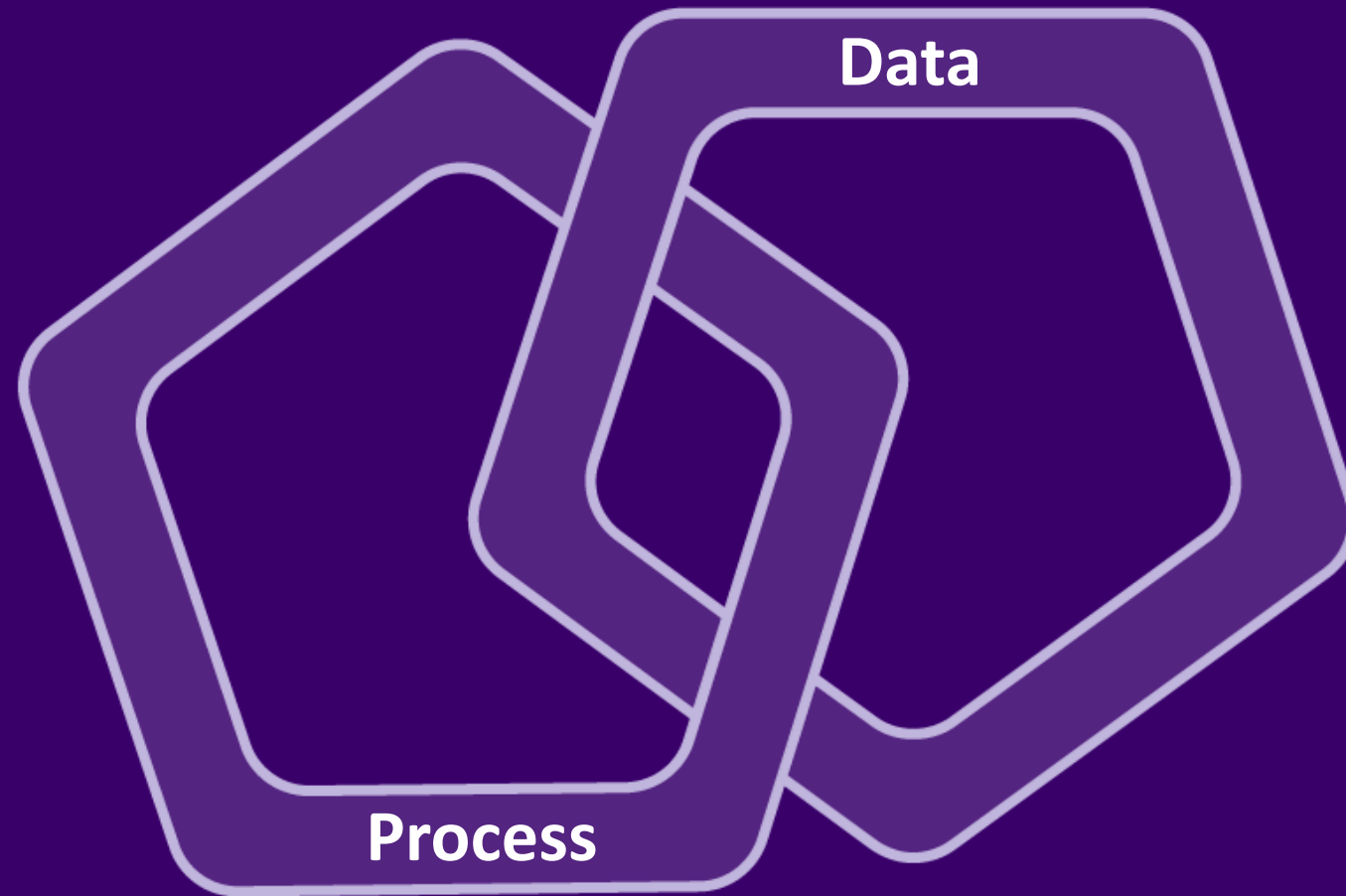
Scalability



**Technology is a means to an
end: Data is the currency of
digital transformation**

- HfS Research Blog

Interdependence of process and data



The Precisely Automate Platform

Precisely Automate portfolio

Automate Evolve

WORKFLOW-ENABLED PROCESS AUTOMATION

Automate and streamline SAP processes using workflows

- Advanced form and workflow capabilities
- Advanced data stewardship capabilities via web forms
- Data automaton and management (Excel – SAP)
- Extensive Audit and ROI reporting
- Detailed process analytics
- Process governance
- Centralized management
- Server-side file management and execution
- Attended or unattended automation
- Business-focused, low-code environment

Business users work
in Excel or web forms



Automate Studio

STANDALONE DESKTOP

Exchange data with SAP quickly and easily using Excel

- Data creation and maintenance
- Data migration
- Operational reporting
- Data stewardship

Business users
work in Excel

Automate Studio Manager

GOVERNED

Share, manage, & control Precisely across the enterprise

- Basic 2-step workflow
- Centralized management
- Granular control of licenses, users & policies
- Extensive audit and ROI reporting
- Server-side job execution

Business users
work in Excel



A complete automation platform

Data Automation

Excel to SAP

Exchange data with SAP quickly and easily using Excel



Process Automation

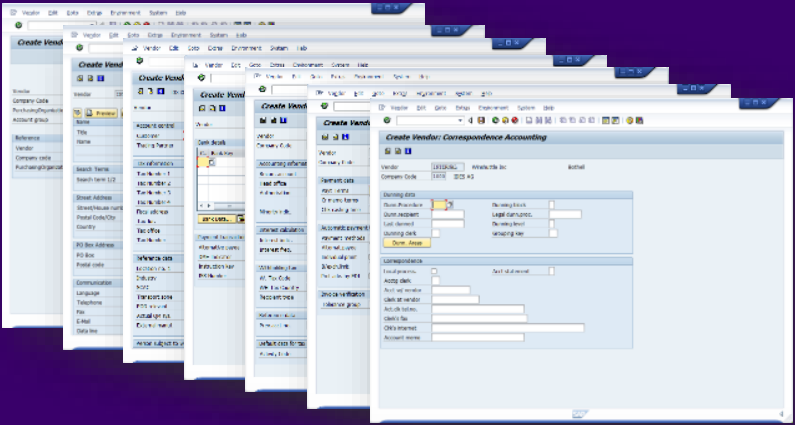
Excel Workflow

Automate and accelerate SAP business processes through Excel file management workflows

Form & Workflow

Automate and accelerate SAP business processes with integrated forms and workflows

Replace multiple GUI screens with business-friendly Excel



Winshuttle for Journal Entry Winshuttle Run Winshuttle Studio 11.2

Run completed. Successful runs: 14

Log Winshuttle Studio 11.2
 SAP System: Client: SAP User - WE6800:signridk
 Script Name - MM01_Create_Materials_Script
 Mode - Standard (Non Batch without controls)
 Start Row - 7 End Row - 0
 Number of Errors - 0 Records Uploaded - 14
 Date and Time - 2/14/2018 4:28:28 PM
 Execution Time - 00:01:26
 Run Reason -

Validate Log Winshuttle Studio 11.2
 SAP System: Client: SAP User - WE6800:signridk
 Script Name - MM01_Create_Materials_Script_Typ
 Mode - Standard (Non Batch without controls)
 Start Row - 7 End Row - 0
 Number of Errors - 0 Records Validated - 14
 Date and Time - 2/14/2018 4:19:29 PM
 Execution Time - 00:01:01
 Run Reason -

WINSHUTTLE MM01 CREATE MATERIAL - Finished Goods

RUN RESULTS DATA INPUT (* means required field)

No.	RUN LOG	VALIDATE LOG	*Material Number (uses external numbering)	*Industry sector	*Material Type	*Material Description
7	Material DEMOMATERIAL-0003 created	Success	DEMOMATERIAL-0003	F	FERT	Demo Ma
8	Material DEMOMATERIAL-0004 created	Success	DEMOMATERIAL-0004	F	FERT	Demo Ma
9	Material DEMOMATERIAL-0005 created	Success	DEMOMATERIAL-0005	F	FERT	Demo Ma
10	Material DEMOMATERIAL-0006 created	Success	DEMOMATERIAL-0006	F	FERT	Demo Ma
11	Material DEMOMATERIAL-0007 created	Success	DEMOMATERIAL-0007	F	FERT	Demo Ma
12	Material DEMOMATERIAL-0008 created	Success	DEMOMATERIAL-0008	F	FERT	Demo Ma
13	Material DEMOMATERIAL-0009 created	Success	DEMOMATERIAL-0009	F	FERT	Demo Ma
14	Material DEMOMATERIAL-0010 created	Success	DEMOMATERIAL-0010	F	FERT	Demo Ma
15	Material DEMOMATERIAL-0011 created	Success	DEMOMATERIAL-0011	F	FERT	Demo Ma
16	Material DEMOMATERIAL-0012 created	Success	DEMOMATERIAL-0012	F	FERT	Demo Ma

A complete automation platform

Data Automation

Excel to SAP

Exchange data with SAP quickly and easily using Excel



Process Automation

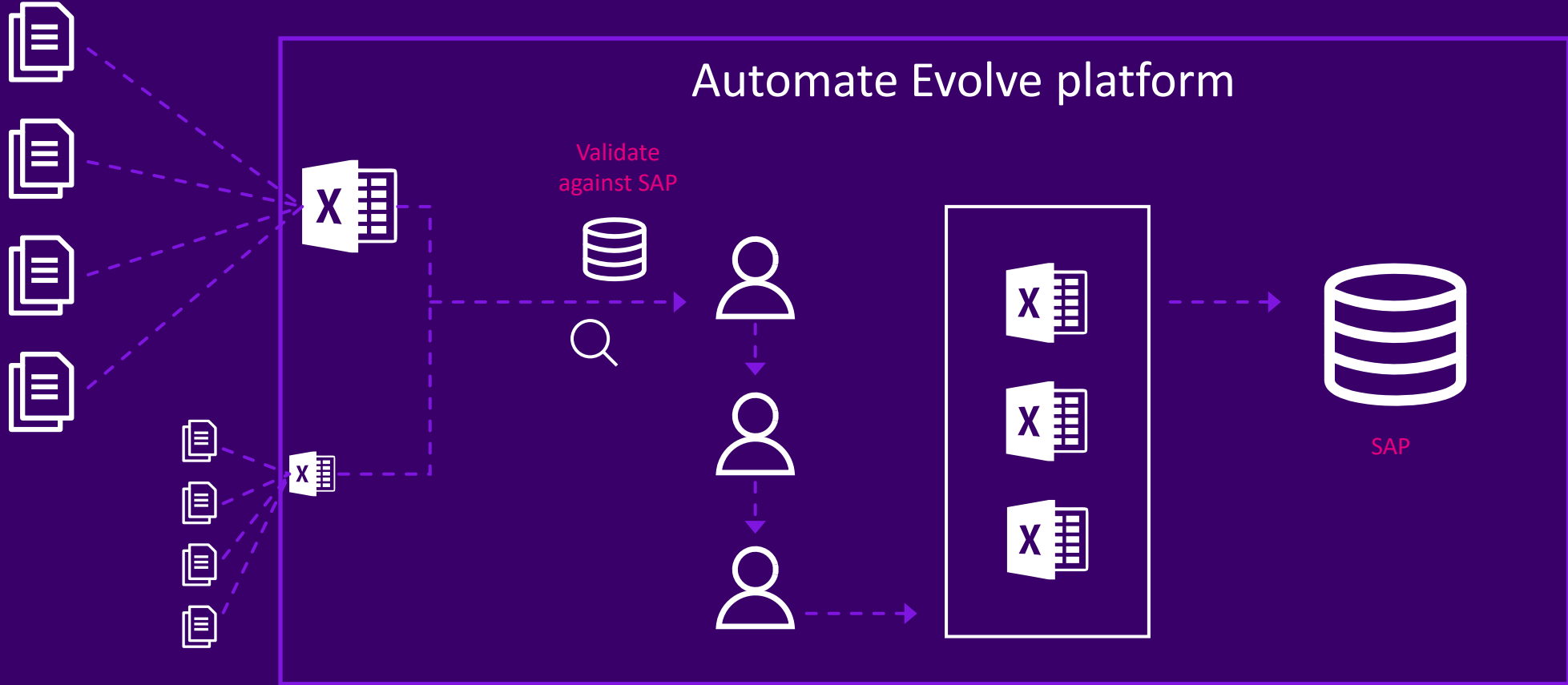
Excel Workflow

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Form & Workflow

Automate and accelerate SAP business processes with integrated forms and workflows

Excel workflow



A complete automation platform

Data Automation

Excel to SAP

Exchange data with SAP quickly and easily using Excel



Process Automation

Excel Workflow

Automate and accelerate SAP business processes through Excel file management workflows

Form & Workflow

Automate and accelerate SAP business processes with integrated forms and workflows

Form-based automation

Build in data guardrails to ensure your data is right the first time.

Request Number MC-000
Request Date Wednes
Request Type * Create from Existing Plant * 1000 Submitter

Create Materials

New Materials

Enter basic data for new materials below. Default values and field requirements will change based on Material Type Read Only

SAP Log	Material Type	Industry Sector *	Description *	Base UM *	Matl Group	Division	Gen Item Cat Grp	Gross Weight	Weight Unit
Success	ROH - Raw Material	M - Mechanical Ei	ROH Description	EA	00213	15		100	LB
Success	ROH - Raw Material	M - Mechanical Ei	ROH Description	EA	00213	15		100	LB
Success	HALB - Semi-finished P	M - Mechanical Ei	HALB Description	EA	00107	15	NORM	50	KG
Success	FERT - Finished Produc	M - Mechanical Ei	FERT Description	EA	00120	10	VOLL	25	LB
Success	ERSA - Spare Parts	M - Mechanical Ei	ERSA Description	EA	02004	00	SRVO	10	KG
Success	HIBE - Operating Suppl	C - Chemical Ind	HIBE Description	EA	01507	00	VERP	15	LB

0 Validation Errors [Export to Excel](#) [Upload Excel Data](#) [Add new item](#)

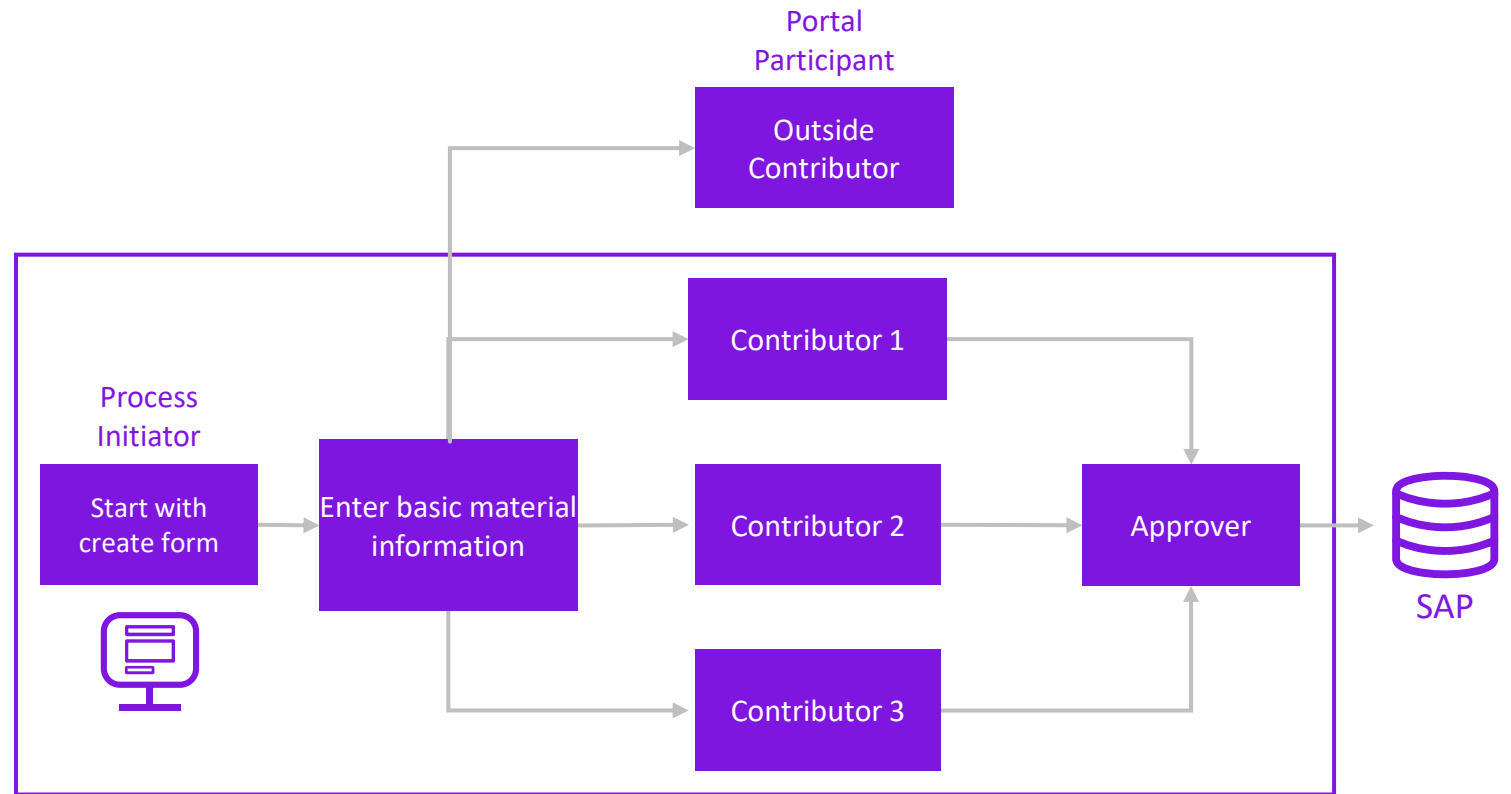
[Validate](#)

Process

Enter your comments and workflow participants below.
Comments - 4000 Characters Left

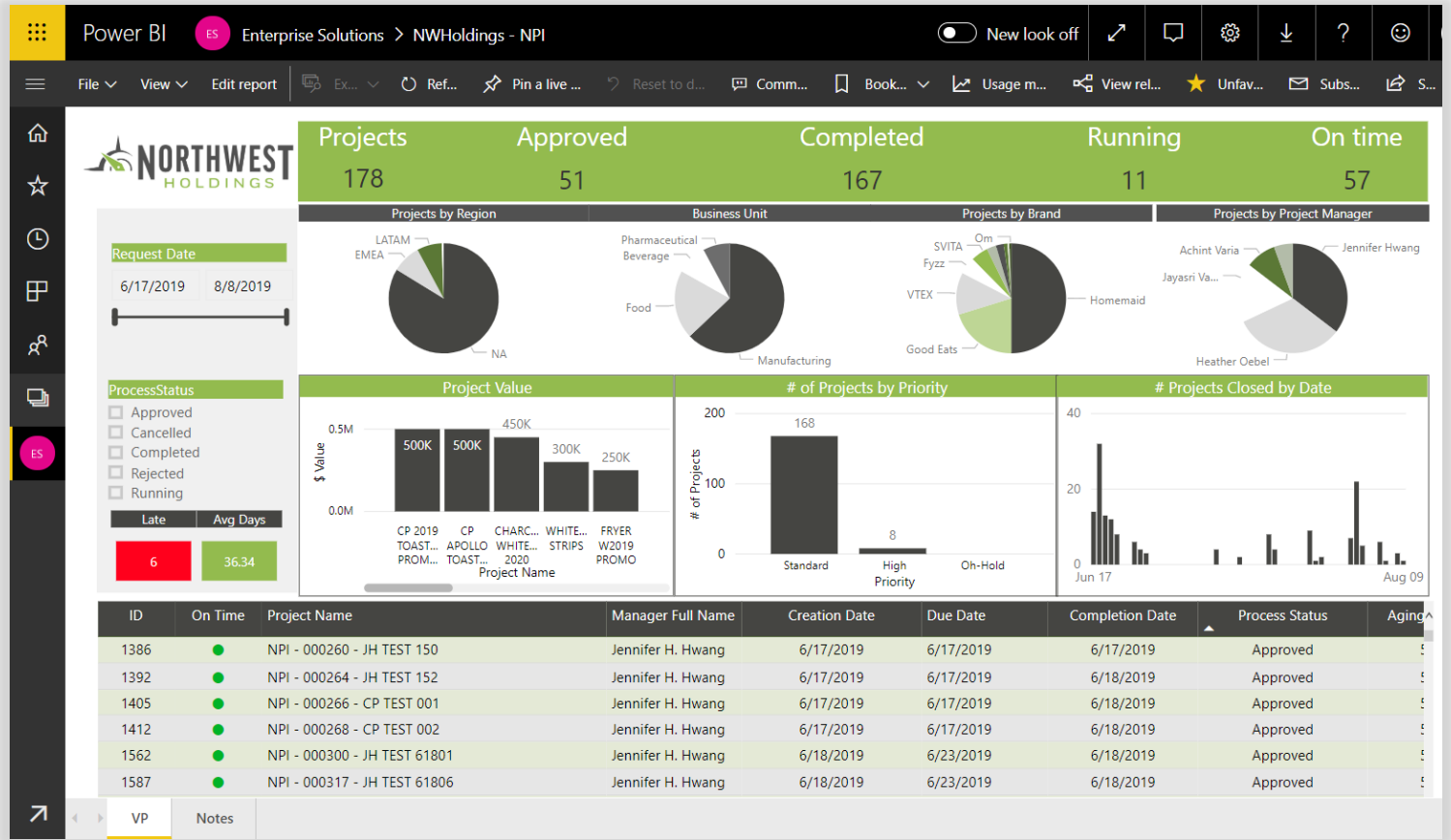
Form & Workflow

Automate record creation with forms and workflow across multiple contributors



Automate Evolve

Get more visibility



Make an impact across your business



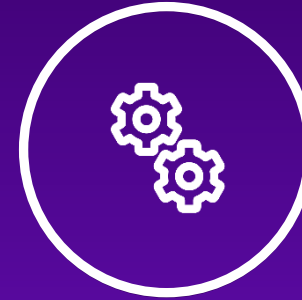
Financial
Accounting



Controlling



Sales and
Distribution



Materials
Management



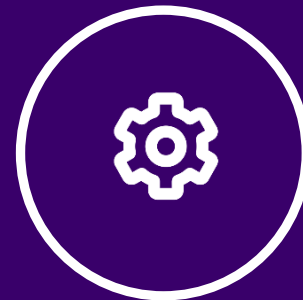
Plant
Maintenance



Asset
Management



Project Systems



Production
Planning



Quality
Management



Human
Resources

The background features several abstract 3D-rendered geometric shapes in various shades of purple and blue. These include a horizontal rectangular block at the top left, a sphere to its right, a vertical rectangular block on the right side, a sphere below the top-left block, a vertical rectangular block in the center, a sphere to its right, a sphere at the bottom left, a square to its right, and a sphere at the top right. The lighting creates soft shadows and highlights, giving the shapes a sense of depth.

Empowering business teams
to make an impact

The background features several 3D-rendered geometric shapes in various shades of purple and blue. There are two large spheres, one in the upper right and one in the lower left. A horizontal rectangular block is positioned in the upper left, and a vertical rectangular block is on the right side. A smaller vertical rectangular block is located near the center. The lighting creates soft shadows and highlights on the surfaces of these shapes.

Master Data Challenges

CUSTOMER STORY:

Energy Drink Company

CHALLENGE

- Slow, manual processes causing product launch bottlenecks
- Lack of visibility into launch project status

SOLUTION

- Digitized three launch processes
- Reduced product launch cycle times by 50-75%
- Increased visibility and improved governance
- Achieved repeatable, predictable processes





Dorman speeds through master data changes

CHALLENGE

- Change subset of materials from 'Manufactured' to 'Kitted'
- Update BoMs and Routings
- Change sales order to reflect non-kitted materials

RESULTS

Per 100 materials

	Hours	Total Cost	Difference
Manual Processes	60	\$4,500	
Using Automation	5	\$375	\$4,125 saved

3,000 materials converted in 1st quarter after implementation

Savings = \$123,750

- Minimal business impact
- Improved data quality



Wrap-up

Precisely Automate Benefits



Agility



Speed



Improved data
quality



Process visibility



Business team focus



Automation
flexibility



Scalability

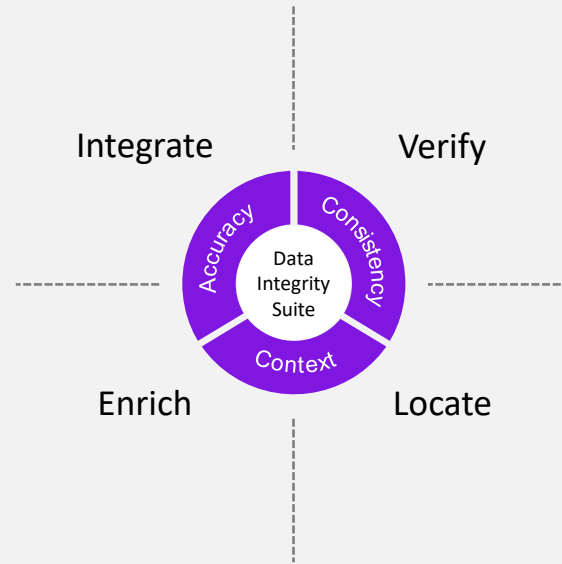


More precise
reporting &
forecasting



The global leader in data integrity software

Our data integrity software, data enrichment products, and strategic services deliver accuracy, consistency, and context to power confident business decisions.



Brands you trust, trust us



Data leaders partner with us



12,000

customers

Customers in more than
100 countries

99

of the Fortune 100

2,500

employees

What's your story?
Questions?

precisely

The image features a solid purple background with several 3D-rendered geometric shapes. At the top left is a horizontal rectangular block. To its right is a sphere. Further right is a vertical rectangular block. In the center, a sphere is partially obscured by a vertical rectangular block. At the bottom left is another sphere. To its right is a horizontal rectangular block. The text 'Thank you!' is centered in the middle of the composition, and the word 'precisely' is positioned at the bottom right, overlapping the bottom-right rectangular block.

Thank you!

precisely