TotalTek

TotalPricing
for SAP

March 16, 2023

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Agenda

1. About TotalTek

2. Current Business Challenges

3. Key Benefits of TotalPricing

4. Demonstration

5. Customer Success Stories

6. Discussions/Questions

Technology Areas of Specialization

SAP Solutions

**PMO Center of Excellence**

Digital Transformation

- **SAP Partner headquartered in Wisconsin**
- **Minority Owned**, global workforce solutions provider
- Specializing in **Information Technology and Engineering solutions**
- Started as a division of TotalMed in 2006; rebranded to TotalTek in 2019
- 4 North American offices and 3 international locations
- 100% client retention and satisfaction

TotalTek

Today's "New" Business Environment

- ✓ New and frequent changes to <u>surcharges</u>

- ✓ New and frequent changes to <u>raw materials</u>

- ✓ New and frequent changes to <u>sales price</u>

- ✓ Loading <u>new vendor pricing</u>

- ✓ <u>Increased need to report on and compare</u> pricing

- ✓ <u>Validating</u> price changes often

- ✓ <u>Labor intensive</u> process for price reporting and changes
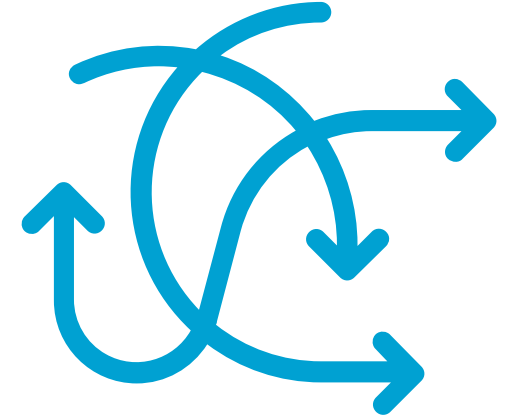
Key Benefits

✓ Efficiently address the rapidly changing pricing due to inflation and supply chain issues.

✓ Streamlines reporting on prices across multiple condition tables/key combinations.

✓ Ability to see all prices across all customers for a single material on a single screen.

✓ File import capability to mass load prices changes into SAP saving time and resources.

✓ Reduces the time needed to update pricing by as much as 70%.

TotalPricing

Demonstration

1. How price reporting and changes performed in standard SAP

2. How price reporting and changes are accomplished with TotalPricing

TotalTek

Company: **Waupaca Foundry**
Annual Revenue: $820 M
Employees: 4,500
Locations: 9 Facilities
Wisconsin
Illinois, Indiana, Michigan
& Tennessee

Established in 1955, Waupaca Foundry produces gray iron, ductile iron, austempered ductile iron, and compacted graphite iron castings, focusing on transportation, construction, agriculture, and industrial markets worldwide. They are headquartered in Waupaca, Wisconsin.

Business Challenge

- No standard reporting to view all pricing in one screen.

- Unable to effectively compare and review expired and current pricing conditions.

- Risk to maintain records accurately due to multiple pricing condition types and customers. 12,000 SD scaled pricing records and approximately 2,800 pending price records.

- Vendor consignment pricing mass updates using external software. Due to licensing fees, limited to 1 person to maintain for 6 plants.

- Purchasing area had similar issues with price changes.

Example
One price change on a material took approximately 10 minutes. One material could have up to 10 price variations based on key combinations, location and price conditions.

Outcomes with TotalPricing

- Price changes on **one screen in a matter of minutes**.

- Allows all inventory controllers to mass update their pricing records.

- Reduced the time needed to update pricing reports by as much as 70%.

- One FTE fully redeployed.

Company: **Major Automotive Manufacturer**
Annual Revenue: $875 M
Employees: 6,500
Locations: Lafayette, Indiana

Business Challenge

- In the past doing raw material pricing updates (Procurement) on a bi-yearly or yearly basis.

- Vendors submit pricing spreadsheets to update material prices.

- Due to inflation, vendors are now requiring pricing updates on a quarterly basis.

Example
For each supplier, a spreadsheet is sent with all materials asking the vendor for updated pricing for the upcoming quarter. The vendor submits the spreadsheet back and the information is analyzed and manually entered into SAP. This process is incredibly time consuming and resource intensive as more frequent updates are needed.

Outcomes with TotalPricing

- TotalPricing can read and upload the vendor pricing spreadsheet and dynamically map those columns to the appropriate SAP pricing tables automatically.

- The TotalPricing Import process has an up-front data edits prior to loading, that checks for any potential errors in the data. This avoids from having to re-load and fix data errors in the backend SAP system.

- Typical process to load all vendor pricing updates typically took about 2 months. The client will now be able to do this in a matter of days.

Discussion/Questions