

WINSHUTTLE
USER
GROUP **Atlanta 2012**

October 16-17



Accelerating SAP Sales Order Processing and Data Maintenance Using Winshuttle

Lynda Ketelboeter
Senior SAP Business Analyst



WINSHUTTLE
USER
GROUP Atlanta 2012



What We'll Cover

- Overview of **ORBIS**[®]
- Productivity Gains Departmental Metrics
- Use of SAP SQVI and Winshuttle for Big Box Store Order Fulfillment
- Use of SAP SQVI and Winshuttle for custom Z transaction tax exemption table update.



WINSHUTTLE
USER GROUP Atlanta 2012

ORBIS[®]

Who is **ORBIS**[®]

- Reusable Sustainable Packaging Experts
 - Committed to improved flow of product all along the supply chain, to reduce costs
- Markets to Automotive, Beverage, Dairy, Bakery, Produce, Recycling/Waste and General Industrial
- 12 Manufacturing facilities in US, Canada and China
- Primarily Structural Foam & Injection Molding along with specialized services of fabrication/dunnage
- Centralized IT, Customer Support, Finance, Marketing and Sales in Oconomowoc WI
- Privately held division of Menasha Corporation
- Fully Integrated SAP ECC 6.0 EHP4



WINSHUTTLE
USER GROUP Atlanta 2012

ORBIS[®]

What We Manufacture



Injection molding



Structural Foam



Selected ORBIS sites are ISO certified.



Thermoforming



WINSHUTTLE
USER GROUP Atlanta 2012

ORBIS[®]

Who Are Our Customers



ORBIS[®]

Productivity Gains Departmental Metrics

- In 2011, Leadership challenged the IT department to save \$100,000 through productivity gains
- Winshuttle was chosen as one of the tools to aid in productivity gains
- Hours saved in 2011 through Winshuttle alone were 1844 hours or **\$92,200.00**



WINSHUTTLE
USER
GROUP Atlanta 2012

ORBIS[®]

Winshuttle at **ORBIS**[®]

- Why purchase Winshuttle?
 - More flexible and intuitive than standard SAP transactions of MASS, LSMW or SCAT
- Business need for IT to be more responsive to ad hoc updates to SAP and be a resource for unknown business transactional needs
- Purchased initial licenses Transaction and Runner licenses in November 2010
- Created 1st scripts and updates to SAP in November of 2010 with no formal training



WINSHUTTLE
USER GROUP Atlanta 2012



The Big Box Store Order

- Customer Support Received a spreadsheet with 2742 Store Orders on 1/15/2011
 - 2 different products
 - Different ship dates
 - 2742 individual orders to 2742 individual stores
 - No visibility to if ship to records or EDI partners existed for order acknowledgement or ASN shipping confirmation
- Previous trial order of 900 stores took customer support approximately 1 month to enter orders including overtime and weekends
 - Highly error prone
 - Manual tracking of multiple spreadsheets divided between CSR's to insure all orders were entered
 - Rush to create customer ship to records
- 1st Ship date was 2/14/2011
- ORBIS is exceptional at large orders for complicated products but does not have the resources for large quantities of small orders shipping to many customers



WINSHUTTLE
USER GROUP Atlanta 2012

ORBIS[®]

Input from Customer

Store #	Go Live Date	GBU	City	State	Zip	SAP #	Secure tote FP 142 SAP# 100505605	SAP Mtl #	Large Tote CR2416-103 SAP# 100513949	SAP Mtl #	PO #	Carrier Name	Carrier SAP #	Carrier Phone #	Total Tote Count
1	3/7/11	West	ROGERS	AR			8		7		30528100	FEDEX	550231		15
2	3/7/11	West	HARRISON	AR			8		7		30528130	FEDEX	550231		15
4	3/7/11	West	SILOAM SPRINGS	AR			8		7		30528120	FEDEX	550231		15
5	3/7/11	West	CONWAY	AR			8		7		30528076	FEDEX	550231		15
7	3/7/11	West	SHERWOOD	AR			8		7		30528078	FEDEX	550231		15
8	3/7/11	West	MORRILTON	AR			8		7		30528124	FEDEX	550231		15
9	3/7/11	West	SIKESTON	MO			8		7		30527759	FEDEX	550231		15
10	3/14/11	West	TAHLEQUAH	OK			8		7		30527793	FEDEX	550231		15
11	3/7/11	West	MOUNTAIN HOME	AR			8		7		30528119	FEDEX	550231		15
13	3/7/11	West	CARTHAGE	MO			8		7		30527775	FEDEX	550231		15
14	3/7/11	West	LEBANON	MO			8		7		30527836	FEDEX	550231		15
15	3/7/11	West	WEST PLAINS	MO			8		7		30527762	FEDEX	550231		15
16	3/7/11	West	VAN BUREN	AR			8		7		30528111	FEDEX	550231		15
17	3/7/11	West	NEOSHO	MO			8		7		30528025	FEDEX	550231		15
18	3/7/11	West	NEWPORT	AR			8		7		30528104	FEDEX	550231		15
19	3/7/11	West	POPLAR BLUFF	MO			8		7		30527860	FEDEX	550231		15
20	3/14/11	West	CLINTON	MO			8		7		30528018	FEDEX	550231		15
21	3/7/11	West	SAINT ROBERT	MO			8		7		30527800	FEDEX	550231		15
22	3/14/11	West	PRYOR	OK			8		7		30528072	FEDEX	550231		15
24	3/7/11	West	JACKSONVILLE	AR			8		7		30528139	FEDEX	550231		15
25	3/7/11	West	MEXICO	MO			8		7		30527788	FEDEX	550231		15
26	3/14/11	West	LEAVENWORTH	KS			8		7		30527168	FEDEX	550231		15
27	3/7/11	West	SALEM	MO			8		7		30527847	FEDEX	550231		15
28	3/14/11	West	MIAMI	OK			8		7		30527900	FEDEX	550231		15
29	3/7/11	West	JEFFERSON CITY	MO			8		7		30527811	FEDEX	550231		15
30	3/7/11	West	DEXTER	MO			8		7		30527760	FEDEX	550231		15
31	3/14/11	West	POTEAU	OK			8		7		30527822	FEDEX	550231		15
32	3/7/11	West	BRANSON	MO			8		7		30527837	FEDEX	550231		15
33	3/7/11	West	NASHVILLE	AR			8		7		30528141	FEDEX	550231		15
34	3/7/11	West	NEVADA	MO			8		7		30527832	FEDEX	550231		15
35	3/21/11	West	MANHATTAN	KS			8		7		30527531	FEDEX	550231		15
36	3/7/11	West	PARAGOULD	AR			8		7		30528098	FEDEX	550231		15
37	3/7/11	West	FARMINGTON	MO			8		7		30527742	FEDEX	550231		15
38	3/14/11	West	IDABEL	OK			8		7		30528002	FEDEX	550231		15
39	3/21/11	West	FORT SCOTT	KS			8		7		30527565	FEDEX	550231		15
40	3/7/11	West	MOBERLY	MO			8		7		30527938	FEDEX	550231		15
41	3/14/11	West	BARTLESVILLE	OK			8		7		30527984	FEDEX	550231		15
42	3/21/11	West	COFFEYVILLE	KS			8		7		30527167	FEDEX	550231		15
43	3/21/11	West	JUNCTION CITY	KS			8		7		30527224	FEDEX	550231		15
44	3/7/11	West	ELDON	MO			8		7		30527754	FEDEX	550231		15
45	3/7/11	West	JONESBORO	AR			8		7		30528132	FEDEX	550231		15
46	3/14/11	West	BOLIVAR	MO			8		7		30528053	FEDEX	550231		15
47	3/14/11	West	SALLISAW	OK			8		7		30527766	FEDEX	550231		15
48	3/7/11	West	MONETT	MO			8		7		30527755	FEDEX	550231		15
49	3/14/11	West	HUGO	OK			8		7		30528021	FEDEX	550231		15
50	3/14/11	West	VINITA	OK			8		7		30527807	FEDEX	550231		15
51	3/7/11	West	FULTON	MO			8		7		30527872	FEDEX	550231		15
52	3/7/11	West	HOT SPRINGS	AR			8		7		30528079	FEDEX	550231		15
54	3/7/11	West	SPRINGDALE	AR			8		7		30528105	FEDEX	550231		15
55	3/7/11	West	BOONEVILLE	AR			8		7		30528122	FEDEX	550231		15
56	3/7/11	West	AVA	MO			8		7		30527741	FEDEX	550231		15
58	3/7/11	West	RUSSELLVILLE	AR			8		7		30528087	FEDEX	550231		15
59	3/7/11	West	JOPLIN	MO			8		7		30527782	FEDEX	550231		15
60	3/7/11	West	TROY	MO			8		7		30527745	FEDEX	550231		15
61	3/14/11	West	WARRENSBURG	MO			8		7		30527808	FEDEX	550231		15
62	3/7/11	West	BLYTHEVILLE	AR			8		7		30528099	FEDEX	550231		15
63	3/14/11	West	WAGONER	OK			8		7		30528001	FEDEX	550231		15
65	3/7/11	West	SULLIVAN	MO			8		7		30527876	FEDEX	550231		15

The Challenge

- Store number only listed in spreadsheet. Is it an existing customer? How to determine?
- How do we get all the customers added that are needed?
- How do we get the orders created to meet the customer's requirements in a very short amount of time?



WINSHUTTLE
USER
GROUP Atlanta 2012

ORBIS[®]

Step 1 Customers

- Create/Run SAP SQVI of VOE4 EDPAR table to find existing Big Box Customer Stores
- Vlookup against Customer order .xls spreadsheet to locate missing stores that customers will need to be created
- Download of EDI transaction 816 Organizational Relationships to locate store address data



WINSHUTTLE
USER GROUP Atlanta 2012

ORBIS[®]

Create Customers Winshuttle

- Create Winshuttle Script XD01 Create Customer Ship to
- Create Ship To Records using Winshuttle – 843 customers
- Create Winshuttle Script for VOE4 Edpar table to populate Big Box store number and SAP customer cross reference
- Productivity Savings – **141 hours or \$7050.00**



Step 2 Create Sales Orders

- Created Winshuttle script for VA01 Sales Order Create
 - Updated customer master with key ORBIS fields for consistency
 - Why didn't we loop? Much easier from an Excel file preparation standpoint to run each record as a single line without H and D records
- Ran the script
 - 2742 Individual Sales Orders created in 2 hours and 40 minutes
 - Productivity Gain Order Entry of **457 hours or \$22,850.00**
 - Productivity Gain of **40 hours or \$2,000.00** coordination efforts and supervision if the orders had had to be entered manually
 - Complete traceability of sales order creation that all sales orders were created
- After initial load Big Box changed ship dates and added more orders which we also ran through Winshuttle for an additional **60 hours or \$3000.00** in productivity gain



WINSHUTTLE
USER GROUP Atlanta 2012

ORBIS[®]

Tax Exemption Expiration Project

- Business Case
 - Orbis currently has nexus (tax presence) in 27 US States
 - Other states with previous nexus (tax presence) total 19 states
 - Previous Tax Manager arbitrarily made the business decision that all exemption certificates expired in 7 years even if the state law was that the certificate never expired
 - 19 nexus states should have no expiration date
 - 11 non nexus status should have no expiration date
 - 65% of all records in SAP have bad expiration dates



WINSHUTTLE
USER GROUP Atlanta 2012

ORBIS[®]

Effect on the Business

- ORBIS Accounting was contacting customers for new certificates every 7 years when none was needed – **non productive activity**
- Tax Exemption records are stored in a custom Z table with expiration dates which had to be updated - **non productive activity**
- If a expiration date was not updated in the Z table, our customer's were being charged tax – **Dissatisfied customers**
 - Additional debits and credits to clear taxes



Evaluation of Certificates

- Created SAP SQVI to extract Z table tax records for affected states to update expiration dates
- Total records to be updated

297869



WINSHUTTLE
USER
GROUP Atlanta 2012

ORBIS[®]

Update Z Table

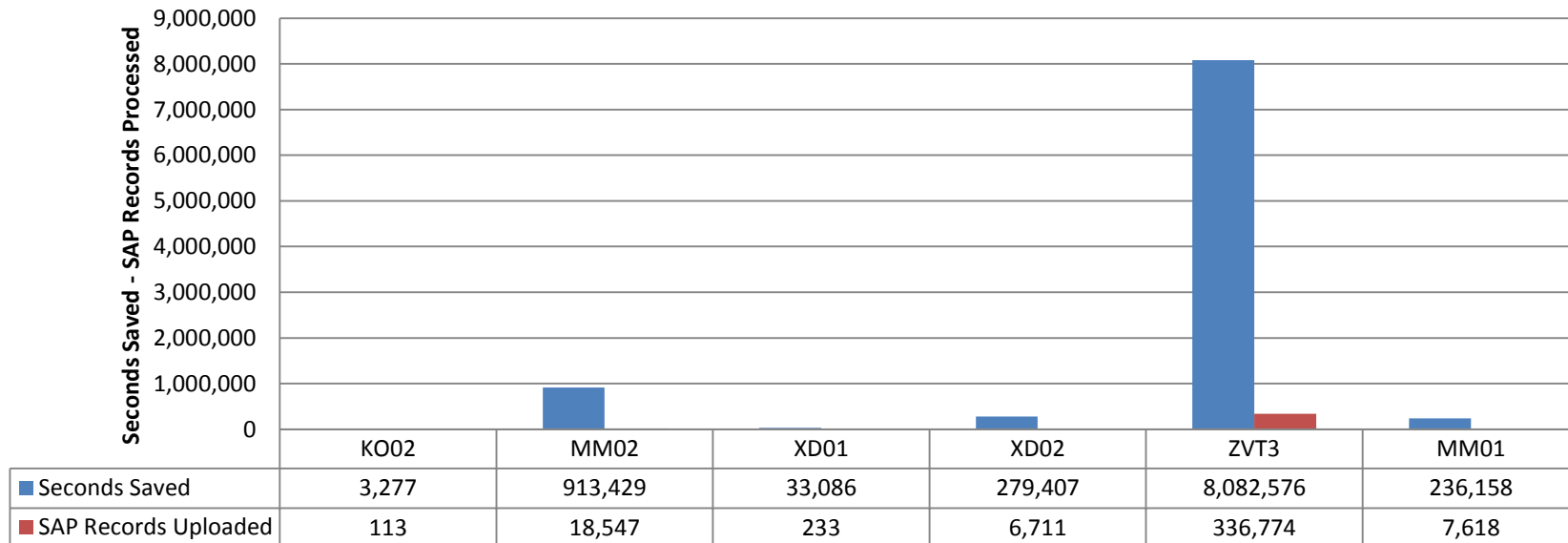
- Created Winshuttle script for Z table update
 - Zvt3.txr
- Ran the script – total time 11 hrs and 58 minutes
- Productivity savings of 745 hours or **\$37,250.00**



WINSHUTTLE
USER GROUP Atlanta 2012

ORBIS[®]

Orbis - SAP Transaction Optimization Statistics



Owner	Log ID	Original WS Log File Name	Log ID	User count per file	Trans Count	Usage (mos)	Work Days	FTE Days	SAP Recs Uploaded	FTE Days Saved per Month
LyndaK	WS257	WSLog_DatabaseExport20120814122012.xlsx	Tcodes	1	34	12	110	330	369,996	27.5000

Please note transaction volume is not representative of all transactional data uploaded and presented today due to Winshuttle updates from 8.x to 10.x



WINSHUTTLE
USER GROUP Atlanta 2012



In Summary

- Challenge yourselves to find uses for Winshuttle Transaction outside of repetitive transactional data
- It is easy to gain productivity savings by using Winshuttle



WINSHUTTLE
USER GROUP Atlanta 2012

ORBIS[®]