

Purchase Info Records, Prices automation and reporting with Winshuttle

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Introduction

Alexandre PAGE-RELO - Global CTO Remy Cointreau

- System Engineer & Business Intelligence Consultant
- Entrepreneur, built a complete ERP on open source
- Moved to the US and joined Remy Cointreau
- Implemented SAP and tied it to other existing systems
- Project Management across all areas of the business
- Winshuttle lead since first introduced in the company
- Now in charge of global technology strategy



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Remy Cointreau's business

Premium portfolio of wines and spirits

- Cognac: Louis XIII, Remy Martin
- Liqueur: Cointreau, Metaxa
- Rum: Mount Gay
- Scotch: Bruichladdich
- Gin: Botanist

1800 employees worldwide

\$1.3+ billion revenue

Import and distribute to all 50 states in the US

Relationship with wholesalers in each state

SAP used almost worldwide, APO being implemented



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The problem

- About 3 month into a 10 month project to roll out SAP for the US distribution company
- Complete rewrite of the way we handled pricing
- Start from scratch in regards to Master Data Management
- New cost breakdown concepts pushed on the USA from HQ in France
- Complete reliance on the consultants to load an volume of data to test scenarios



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Recommended path

- The idea was to come up with scenarios on paper and take the time to load the appropriate data
- Each scenario needed to be thought through to avoid wasting consultant time
- Consultants had core work to do and were not fully available for tweaks to the data loaded



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Result: some side effects of customizations from other countries entailed behavior that were throwing off the US models



Second attempt – the better one!

- Wouldn't it be nice if key users could simulate on their own?
- A little bit of googling and a trial period later we signed up with Winshuttle
- It allowed us to discover that some of those “behaviors” that got in the way were actually bugs!
- It enabled IT project managers to empower key users with the ability to try out their own ideas

Result: Shed the light we were missing on the platform and expanded the horizon of everyone involved



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What did we Winshuttle?

Winshuttle has been used for testing, maintaining, trying out options or process workarounds

On a regular basis the following transactions are “Winshuttled”

- Purchase Info Records: ME11 / ME12
- Customer Info Records: VD51 / VD52
- Price Conditions: VK11 / VK12
- Sales Orders: VA01 / VA02
- Materials: MM02
- Customers: XD02
- WBS management:
 - Setup CJ06 / CJ11 / CJ02
 - Grouping CJS2



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Other uses of WinShuttle

- The ease of use and short ramp up period allowed us to think of other ways to leverage the tools
- Used now for daily maintenance and analysis:
 - Extracting data to create reports
 - Uploading data to reflect changes (Prices, PIR, Vendors...)
 - Test tool for enhancements
 - Master Data Management go to tool
 - Poor man's backup solution for emergencies



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Details of one use case

- Winshuttle is pulling and pushing in different modules
- It also serves as an interface between some of our systems
- Let's see one of the flows that illustrate some of those steps and interactions



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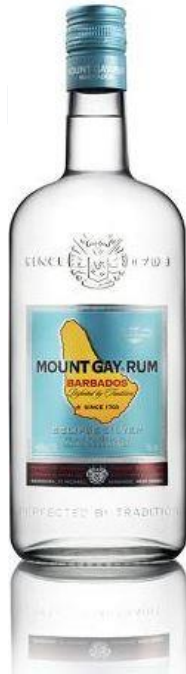


Winshuttle: the core of our SD process

- Currently we automate as best we can our PIR and Pricing management
- It is critical for our workforce to have accurate data easily available

To that effect our process consist in the following

1. Upload new PIR
2. Retrieve new PIR codes
3. Download latest prices
4. Transfer files over the network
5. Run database upload and processing of prices
6. Send emails with new margins and suggested prices in spreadsheet format
7. Once approved upload of new prices via template and scripts if bulk upload required



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PIR Templates

We have 2 different Purchase Info Records templates

- First one for the Updates: feed the actual PIR number
- Second one for Creations: retrieve PIR from SAP

	A	B	C	D	E	F	G	H	I	J	K	L	M
				PB00	PB00	ZOFF	ZOFF	ZOCF	ZOCF	ZPCC	ZPCC	ZFTW	ZFTW
1	Info Rec.	Vendor	Material	Vendor	Amount	Vendor	Amount	Vendor	Amount	Vendor	Amount	Vendor	Amount
2	5300002175	101175	126775	101175	287.16		0.00		0.00	244825	0.50	245405	0.50
3	5300002207	101175	126030	101175	186.06		0.00		0.00	244825	0.50	245405	0.50
4	5300002208	101175	126034	101175	93.03		0.00		0.00	244825	0.50	245405	0.50
5	5300002209												
6	5300002210												
7	5300002211												
8	5300002212												
	A	B	C	D	E	F	G	H	I	J			
					PB00		ZOFF		ZOFF	ZOCF		ZOCF	
	1	Inco3	IncoTown	Vendor	Material	Vendor	PB00 Amount	Vendor	Amount	Vendor	Amount	Vendor	Amount
	2	EXW	Angers	101175	100004	101175	409.32				0.00		0.00
	3	EXW	Bridgetown	101177	127322	101177	50.88	244991			0.37	244991	2.33
	4	EXW	Bridgetown	101177	127324	101177	50.88	244991			0.37	244991	2.33
	5	EXW	Edinburg	101176	126142	101176	138.06				0.00		0.00
	6	EXW	Edinburg	101176	126149	101176	79.63				0.00		0.00
	7	EXW	Edinburg	101176	126249	101176	155.77				0.00		0.00



The PIR multiple components trick

Winshuttle is not always consistent in the way that screen is handled (version of SAP GUI, computer config)

In order to accommodate all the components here is our recommended method

- Switching screen to portrait mode does not add lines
- Fill the first 4 lines with the first 4 conditions
- Do not scroll down
- Instead insert a new line between the first and second lines
- Enter the new condition and validate
- Keep inserting 1 new line at the time until all conditions are taken care of
- Slower setup but safer results



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Download data with QueryShuttle

- Remy Cointreau uses more than 20 price components to accommodate legislations and delivery types throughout the US
- Individual query scripts have been written to capture those conditions
- We simply batch them together to create text files to be loaded in the SQL Server
- Turned out to be easier and safer than using our ETL directly

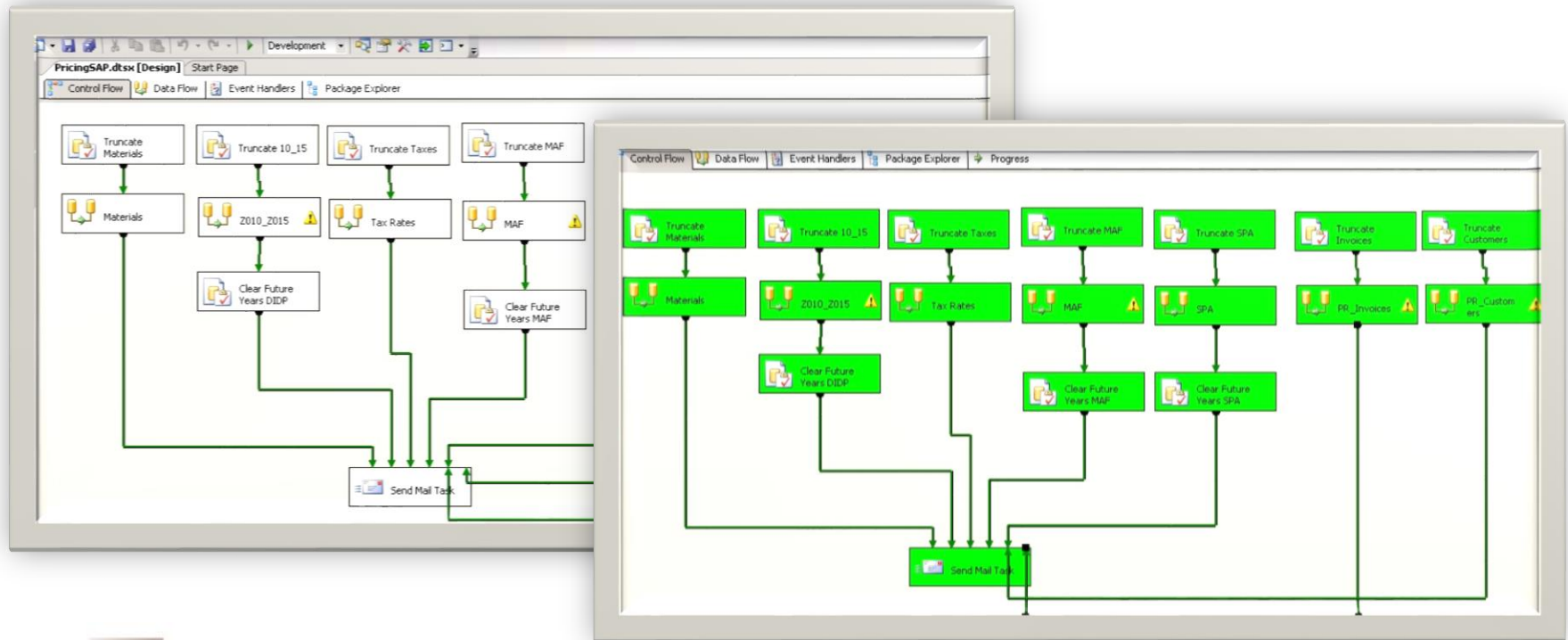


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Loading the datawarehouse

We recently acquired Business Objects Data Services
Eventually we will recreate the loading job there
For now we just schedule a SSIS job in SQL Server



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Closing the loop

- A Business Object universe is connected to the SQL Server
- Reports are built to capture current prices or price changes
- Those reports are TransactionShuttle templates used to put the final tweaks on prices that will be updated in SAP
- Only updated lines are uploaded



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Price Change Report

This breaks down all activity related to pricing for a specific month compared to the previous one: Add, Change, Remove... by state

Navigation Map <<

- Price List v3 (changes and list)
 - New
 - Removed
 - Changes
 - ActivePriceList
 - Brandy
 - Champagne
 - Cognac
 - Gin
 - Liqueurs
 - Red Wine
 - Rum / Cane
 - Scotch Whisky
 - Sparkling Wines
 - Vodka
 - White Wine

FL Pricing for July 2014
Active Pricing

Brandy

Materialdesc	Material	Netvol	PreviousDI	NewDI	PreviousWH	NewWH	Ean Upc	Status
METAXA 5 STAR 38% 12X0.75L	126369	12 / 0.75L	121.95	121.95	151.35	151.35	87236210212	Same
METAXA 7 STAR GPK 40% 12X0.75L	126370	12 / 0.75L	150.02	150.02	181.2	181.2	87236210229	Same
METAXA GRANDE FINE 40% 6X0.75L	126379	6 / 0.75L	124.59	124.59	142.43	142.43	87236210236	Same
METAXA OUZO 40% 12X0.75L	126377	12 / 0.75L	76.42	76.42	106.6	106.6	87236210243	Same
ST REMY AUTHENTIC VSOP 40% 12X0.75L	126795	12 / 0.75L	53.5	53.5	82.15	82.15	87236992002	Same
ST REMY AUTHENTIC VSOP 40% 12X1L	126796	12 / 1L	67.95	67.95	105.24	105.24	87236992040	Same
ST REMY AUTHENTIC VSOP 40% 24X0.2L	126791	24 / 0.2L	47.85	47.85	63.06	63.06	87236992026	Same
ST REMY AUTHENTIC VSOP 40% 24X0.375L	126794	24 / 0.375L	61.3	61.3	89.95	89.95		Same
ST REMY AUTHENTIC VSOP PET 40% 6X1.75L	128174	6 / 1.75L	59.4	59.4	92.37	92.37	87236992057	Same
ST REMY AUTHENTIC XO 40% 12X0.75L	126801	12 / 0.75L	76	76	104.68	104.68	87236992064	Same

Champagne

Materialdesc	Material	Netvol	PreviousDI	NewDI	PreviousWH	NewWH	Ean Upc	Status
CHARLES HEID BDM VINT 95 GPK 6X0.75L	128085	6 / 0.75L	582.05	582.05	593.98	593.98	87236301828	Same
CHARLES HEID BRUT COFFRET 1X0.75L	128324	1 / 0.75L	0	0	42.82	42.82	87236301422	Same
CHARLES HEID BRUT RESERVE GPK 6X0.75L	128018	6 / 0.75L	180	180	191.93	191.93	87236301231	Same
CHARLES HEID BRUT RSV MEC 12X0.375L	126038	12 / 0.375L	192.12	192.12	204.05	204.05	87236302160	Same
CHARLES HEID MILL (VINT) 00 GPK 6X0.75L	128034	6 / 0.75L	288.07	288.07	300	300	87236301279	Same



List price printout for field distribution

Group	Description	Item	AbV	Vol	Bot/Cs	Prev DI	DI Price	Prev WH	WH Price	Validsince
Brandy	METAXA OUZD 40% 12X0.75L	126377	40.0%	0.75L	12	72.47	54.72	105.15	87.4	2014-10
Brandy	ST REMY AUTHENTIC VSOP 40% 12X1L	126796	40.0%	1L	12		69.59		110.83	2013-04
Brandy	ST REMY AUTHENTIC VSOP PET 40% 6X1.75L	128174	40.0%	1.75L	6		53.32		90.28	2013-01
Brandy	ST REMY AUTHENTIC VSOP 40% 12X0.75L	126795	40.0%	0.75L	12		54.72		87.4	2013-04
Champagne	PIPER-HEIDSIECK BRUT 24X0.375L	126570	12.0%	0.375L	24		310.07		326.94	2013-05
Champagne	PIPER-HEIDSIECK ROSE SAUV 12X0.375L	126587	12.0%	0.375L	12		257.95		269.88	2013-05
Champagne	PIPER-HEIDSIECK ROSE SAUVGPK 12X0.375L	126588	12.0%	0.375L	12		257.95		269.88	2013-04
Cognac	REMY MARTIN 1738 ACRD RYL 40% 6X0.75L	126694	40.0%	0.75L	6	138.74	126.85	158.58	146.69	2014-10
Cognac	REMY MARTIN 1738 ACRD RYL 40% 24X0.2L	126690	40.0%	0.2L	24		133.18		153.87	2013-10
Cognac	REMY MARTIN 1738 ACRD RYL 40% 120X0.05L	126689	40.0%	0.05L	120		373.53		397.65	2012-05
Cognac	REMY MARTIN VERY SPECIAL 40% 12X1L	126626	40.0%	1L	12		247.1		288.34	2013-01
Cognac	REMY MARTIN VSOP 40% 12X1L	126660	40.0%	1L	12		312.43		353.67	2013-04
Cognac	REMY MARTIN VSOP 40% 6X1.75L	126664	40.0%	1.75L	6	236.06	205.51	273.02	242.47	2014-10
Cognac	REMY MARTIN VSOP GPK 40% 12X0.75L	126649	40.0%	0.75L	12	226.2	202.41	258.88	235.09	2014-10
Cognac	REMY MARTIN VSOP GPK 40% 12X0.75L	129752	40.0%	0.75L	12	226.2	202.41	258.88	235.09	2014-10
Cognac	REMY MARTIN VSOP FLASK 40% 12X0.375L	126637	40.0%	0.375L	12	102.26	93.64	122.1	113.48	2014-10
Cognac	REMY MARTIN VSOP FLASK 40% 12X0.375L	129750	40.0%	0.375L	12	102.26	93.64	122.1	113.48	2014-10
Cognac	REMY MARTIN VSOP 40% 24X0.2L	126632	40.0%	0.2L	24		115.74		136.43	2014-04
Cognac	REMY MARTIN VSOP 40% 24X0.2L	129749	40.0%	0.2L	24		115.74		136.43	2014-06
Cognac	REMY MARTIN VSOP 40% 120X0.05L	126675	40.0%	0.05L	120		272.86		296.98	2013-01
Cognac	RM 1738 ACRD RYL + DECANTER 40% 6X0.75L	128047	40.0%	0.75L	6	138.74	126.85	158.58	146.69	2014-10
Cognac	RM 1738 ACRD RYL NO CNST 40% 12X0.375L	126692	40.0%	0.375L	12		122.26		142.1	2014-07
Cognac	RMVSOP 75CLX6 004 40* GLASSPACK P14	129960	40.0%	0.75L	6	0	97.2	0	117.04	2014-10
Cognac	RM XD EXCEL 3X0.75L+RM XD 40% 0.05L	129656	40.0%	0.75L	3	236.94	207.38	250.36	220.8	2014-10
Cognac	RM XD EXCELLENCE GPK 40% 12X0.75L	126764	40.0%	0.75L	12	971.76	853.53	1,004.44	886.21	2014-10
Cognac	RM XD EXCELLENCE GPK 40% 12X0.375L	126742	40.0%	0.375L	12		409.84		429.68	2010-11
Gin	THE BOTANIST ISLAY DRY GIN 46% 6X0.75L	129473	46.0%	0.75L	6		95.28		117.04	2014-08
Liqueurs	COI NOIR 75CLX6 004 40* NU P14 UP	130055	40.0%	0.75L	6	106.08	94.36	125.92	114.2	2014-10
Liqueurs	COINTREAU 40% 12X0.75L	129333	40.0%	0.75L	12	202.41	184.66	235.09	217.34	2014-10



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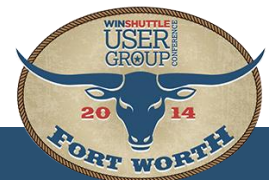


Useful tips to better leverage scripting

- Make sure you use an SAP account that has the proper rights to read the data in the ALF
- Make sure that the Windows account can run the program and write in the proper folders
- Avoid using the option notifying you that you are connecting to a production environment
- We use PsTools to remotely do operations on our windows server
- Logging details of the execution can be useful: simply redirect the output of the script “>> log.txt”
- We use the SQL Server to send email notifications but this can be managed by the command line



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Benefits for the organization

- Used to: migrate data, run simulations, upload excel
- Substantially reduced data entry error
- Allowed for a lot more testing before pushing to prod

Log Viewer

Total records uploaded through Winshuttle TRANSACTION: 472564

Total Time saved: 526.09:57:32 (1579.24 working days -



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Questions



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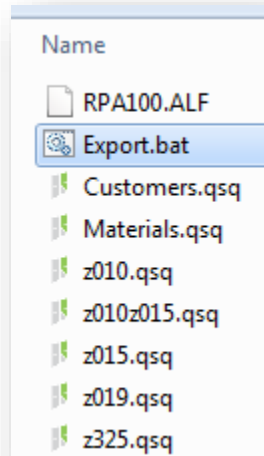
Backup slides – too technical?



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Script Config and Requirements



Files needed to extract prices

Application Defaults

SAP defaults

Auto Update

Error Management

ALF Management

Prod. Svr. Warning

Admin Defaults

Winshuttle Server QUERY Config

Auto Logon Details

SAP System Name: RQA Client: 100

Application Server Host: 10.50.50.11 Username: apagerel

System Number: 00 Password: *****

Use Logon Group Language: EN

Use SSO1

Logon Group:

Message Server Host: Partner:

Enterprise Portal address:

Auto Logon File: rfs01\users\apagerel\WinShuttle\querySHUTTLE\ALF\RQA100.ALF

Setup of the ALF in Query's options

```
Export.bat* x
1 #Path_to_query_program -run"name_of_query_script" -alf"name_of_alf_to_target_system"
2 "C:\Program Files\Winshuttle\QUERY\querySHUTTLEcom.exe" -run"C:\APR\WinShuttle\cmd\z010.qsq" -alf"C:\APR\WinShuttle\cmd\RPA100.ALF"
3 "C:\Program Files\Winshuttle\QUERY\querySHUTTLEcom.exe" -run"C:\APR\WinShuttle\cmd\z015.qsq" -alf"C:\APR\WinShuttle\cmd\RPA100.ALF"
4 "C:\Program Files\Winshuttle\QUERY\querySHUTTLEcom.exe" -run"C:\APR\WinShuttle\cmd\z019.qsq" -alf"C:\APR\WinShuttle\cmd\RPA100.ALF"
5 "C:\Program Files\Winshuttle\QUERY\querySHUTTLEcom.exe" -run"C:\APR\WinShuttle\cmd\z325.qsq" -alf"C:\APR\WinShuttle\cmd\RPA100.ALF"
6 "C:\Program Files\Winshuttle\QUERY\querySHUTTLEcom.exe" -run"C:\APR\WinShuttle\cmd\Materials.qsq" -alf"C:\APR\WinShuttle\cmd\RPA100.ALF"
7 "C:\Program Files\Winshuttle\QUERY\querySHUTTLEcom.exe" -run"C:\APR\WinShuttle\cmd\Customers.qsq" -alf"C:\APR\WinShuttle\cmd\RPA100.ALF"
8 #Depending on your setup you might need to mount the shared drive here in order for the transfer to work
9 copy /Y C:\APR\WinShuttle\*.txt Z:\TextExtract\
10 #Uses PsTools' remote execution program PsExec.exe to run the SQLServer 2005 Package managing prices
11 C:\APR\PsTools\PsExec.exe \\usnyc0pas13 -u username_here -p password_here dtexec /F C:\ShareSrv\PricingSAP.dtsx
```

Simple script to export some conditions
and run the SQL Server package



Detailed Script Options

For Open (program screens appear)

```
"C:\Program Files\Winshuttle\query\querySHUTTLE.exe"  
- opn"C:\Test\Testquery.qsq"  
- rfn"C:\Test\Testquery.xls"  
- rdt"Sheet1"  
- nrc"1000"  
- srw"10"  
- alf"C\Test\Testquery.alf"
```

For Run (program screens appear)

```
"C:\Program Files\Winshuttle\query\query.exe"  
-run"C:\Test\Testquery.qsq"(same param)
```

As a console application

```
"C:\Program  
Files\Winshuttle\query\querySHUTTLEcom.exe"  
- run"C:\Test\Testquery.qsq"
```

- opn Open
- run Run
- rfn ResultFileName
- rdt Result destination for Excel sheet name; table name for Access and SQL Server.
- srw Start row - in case of excel only
- rtv Run-time variables
- eml E-mail Addresses
- arf Attaching result file with mail
- nrc Number of records to be extracted
- alf ALF File Path/Connection String
- slf Specify SQL logon file (slf) in case query mapped to SQL result destination.
- spw For suppressing production server warning
- log Log column



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Limited updates

For speed purposes we only update changed prices by using the “Skip Indicator”

A similar command line uploads back the prices by picking up files stored in the shared drive

Mode: Non-batch with controls **File Name:** CJ02.TxR

Run

Select Data File: C:\Users\apagerel\Desktop\Cutty.XLS

Start Row: 2 **Sheet name:**

End Row: 0 **Number of Rows:**

Log Column:

Run Reason:

Run Options: Run Now Launch

Run

Advanced Run Options

- Auto run the TRANSACTION script when opened
- Close application after running
- Extended log: As text in column
Column Name:
- Skip Field Indicator: \
- Delay between transactions (ms):
- Link TRANSACTION script

Carry Settings

- File Sheet Start and End Row

Advanced Run Options

