

A business approach to automation: How Bentley Leathers' departments increased ownership of Master Data

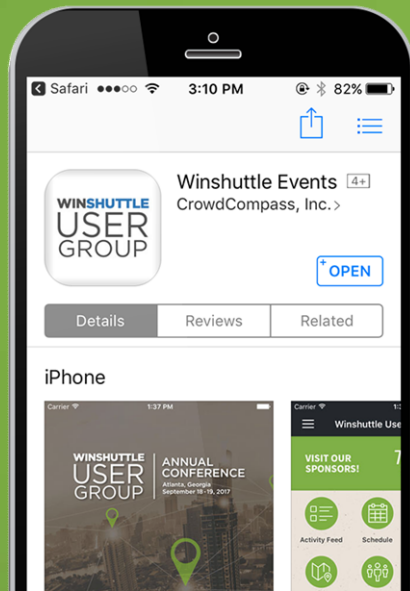
Daniel Vargas
SAP Training and Support Specialist , Bentley Leathers Inc.

WINSHUTTLE
USER
GROUP

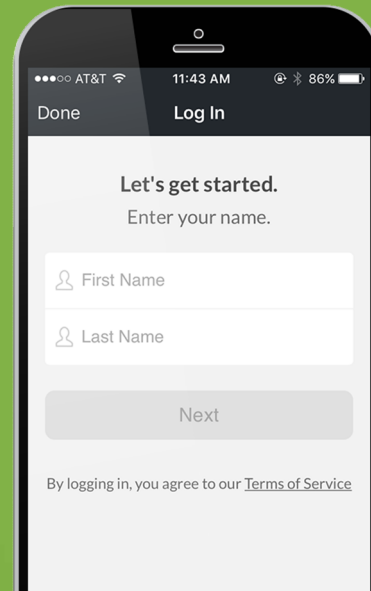
ANNUAL
CONFERENCE
ATLANTA 2017

Download & login to the WUG app!

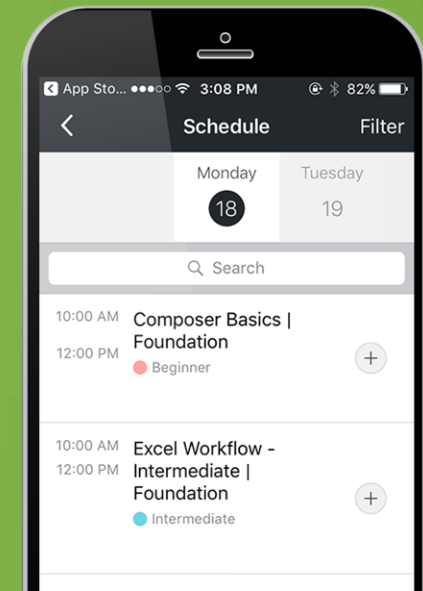
Download from the AppStore or Google Play



Click the menu icon & select Login for more features



Find sessions, build a schedule, network & more!



Have questions? Ask a Winshuttle team member!

Agenda

- 📍 Discover Bentley Leathers Inc.
- 📍 Our Challenge – MD Creation
- 📍 Winshuttle in our daily process
- 📍 Q&A





Discover Our Company

- Largest luggage and travel accessories retailer across Canada
- World-class experts and most trusted destination in traveling and every day journey essentials
- 301 stores Canada wide
- Over 2,100 employees
- 11 House Brands



Discover Our Company

- Pioneer in luggage, business bags, small leather goods and related accessories
- Introducing more than 3,000 new styles every year
- Over 6,440,000 articles sold in 2016.

Visit us at
www.shopbentley.com



About Myself



Daniel Vargas

- Living in Montreal QC, Canada
- Actual Position: SAP Training and Support Specialist
- Previous Position: Master Data and Promotions Coordinator
- 4 years working in SAP
- 5 years with Bentley Leathers Inc.
- When I am not working I love to assist City Festivals



Our Challenge

Manual Master Data Entry

- Time consuming
- Risk of incorrect data
- Inexistent ownership by the departments

Impact in the Business

- Departments involved: Master Data, Buying, Finance, Corporate.
- Process - Double manual Data entry: Article Sheet / Material Master
- Increase of requests / Slow Data Creation / Late POs
- Risk late booking with the supplier – loss of sales

Possible Solution

- Hire more people (2 full time employees)
- LSMW (Complex process)
- External recording tool



Why Winshuttle



- Automatization of the process in order to assign it directly to the departments
- Possibility to use existing forms to create the scripts
- Friendly End User approach
- Intuitive script creation
- Reference from other companies with high satisfaction
- Competitive price point

Existing Excel Form Single Article



Scripts created based on existing articles forms

BENTLEY				PHOTO DE PRODUIT / PRODUCT PICTURE					
PART 1: CRÉATION DE NOUVEL ARTICLE / ARTICLE CREATION									
NOUVEL ARTICLE / NEW ARTICLE	x		N° ARTICLE GÉNÉRIQUE SAP / SAP GENERIC ARTICLE	ed from					
MODIFICATION / UPDATE			REQUEST #						
Engagement de commande / PO commitme		Quantité / Qty	PAQ - Paquet Bannière / Assortment type	Bentley					
COMMENTAIRE DE L'ACHETEUR / BUYER'S COMMENT:									
Factory Nickson									
PRODUIT / PRODUCT									
Catégorie / Merchandise Category	B122501 - S Evening Bags / Sacs de Soirée en Matériau Synthétique								
Fournisseur / Supplier	Travelway Group Int. HK Limited L - 1002531								
CARACTÉRISTIQUES / CHARACTERISTICS									
Motif / Article Prints	08 - Solide / Solid								
Garantie / Warranty	NA - N/A								
Sexe / Gender	02 - Femmes / Ladies								
Collection									
Grandeur / Size	S - Petit / Small								
Antivol / RFID	N - Non / No								
PDSF / MSRP									
Nœud de Hiérarchie / Hierarchy Node	B122501 - S Evening Bags / Sacs de Soirée en Matériau Synthétique								
Marque / Brand	Mia & Luca - 0399								
Composant / Component	PU / PU - 024								
Conditions de stockage / Storage Condition									
Pays d'Origine / Country of Origin	CN - Chine / China								
Saison / Season	0001 - Spring/Summer								
Collection / Rollout	02 - Mars / March								
Exercice Saisonnier / Season Year	2017								
Description du Produit / Fashion Description									
Français	M&L Sac de Soiree Avec Clous Argent PT					M&L Sac de Soiree Avec Clous Argent PT			
English	M&L Studded Envelope Clutch SM					M&L Studded Envelope Clutch SM			
PURCHASING VIEW - VARIANTES / VARIANTS EA / PAC									
Code Article fournis. /	Nom caract.	Couleur Secondaire (Secondary)	Unité d'Achat / Order Unit	Devise /	Prix d'Achat /	Prix / Sales price (par PCE /	Article SAP	EAN / GTIN	
							PAQ / PAC	CAR	
MD INFO Creation Change +									



Page 1

Single Article - Cell Based Mapping



View	Section	Field	Value												
INITIAL		Article Type	MODE												
		Merch. category	B122501												
		Article category	01												
		Vendor	1000112												
		Variant 1													
				Color	VariantD	Variant	GTIN EA	GTIN PAC	GTIN CAR	Order Unit	Order Unit	Order Unit	Article Cost	Price	Sales Price
		C		0001	001	001	001	001P	001C	PAC		1	35005S7	7.10	25.99
BASIC															
		Unit of Measures	AI UoM	Number	Lower UoM	Gross Weigh	Net Weight	Unit	Length	Width	Height	Unit	Volume unit		
		Unit of Measures	U	EA	1 EA	0.218	0.218	KG	0.00	0.00	0.00	CM	"3		
		Unit of Measures	U	PAC	2 EA	0.435	0.485	KG	0.00	0.00	0.00	CM	"3		
		Unit of Measures	U	CAR	20 PAC	8.700	9.700	KG	39.00	30.00	40.00	CM	"3		
		Hierarchy Node	B122501												
		Fashion A Brand	0399												
		Textile In Material	024												
		General [Country of Origin	CN												
		Validity Season	0001												
		Validity Season Year	2017												
		Validity Rollout	02												

Single Article - Cell Based Mapping

Cell Based mapping



File View Map Run

Delete Shift Up Undo Require Data Change Padd
 Enabled Shift Down Redo Allowed Values Skip If Not Present
 Comment Add Transform Change Mapping Direction

Create Loop Create Condition
 Auto Map Unlock Headers Write Headers

Restore Mapping Refresh Mapper
 Find Cell Based Mapping
 Synchronize Mapping

Editing Screen and Field Settings Loops and Conditions Sheet Headers Mapping

Basic View Expert View

S.No	Enable	Description	Name	Type & Length	Mapping	Value
165	<input checked="" type="checkbox"/>	Create Article 1008544 (Logistics: Distribution Ce...	MainWindow.sendVKey()			0
166	<input checked="" type="checkbox"/>	Create Article 1008544 (Logistics: Store) - . -				
167	<input checked="" type="checkbox"/>	Create Article 1008544 (Logistics: Store)	MainWindow.sendVKey()			0
168	<input checked="" type="checkbox"/>	Create Article 1008544 (POS) - . -				
169	<input checked="" type="checkbox"/>	Save (Ctrl+S)	btn[11].press()			
170	<input checked="" type="checkbox"/>	Create Article (Initial Screen) - . -				
171	<input checked="" type="checkbox"/>	Exit (Shift+F3)	btn[15].press()			
172	<input checked="" type="checkbox"/>	SAP - . -				
173	<input checked="" type="checkbox"/>	Exit session (Shift+F3)	btn[15].press()			

Properties

Find:

Arrange by:

Property	Value
Additional properties	
Close Studio after run	<input type="checkbox"/> #AE
Delay SAP logon	<input type="text" value="0"/>
Multi-byte code page	<input type="text" value="0"/>
Recording mode	GUI Scripting
Renew session after [n]	<input type="text" value="1"/>
Stop after [n] transacti	<input type="text" value="0"/>
Technical log informa	<input type="checkbox"/> +EM



Single Article - Chain Scripts

S.No	Enable	Description	Name	Type & Length	Mapping	Value
92	<input checked="" type="checkbox"/>	Change Article 1008545001 (Logistics: Distributi...	MainWindow.sendVKey()			
93	<input checked="" type="checkbox"/>	Change Article 1008545001 (Logistics: Store) - . .				
94	<input checked="" type="checkbox"/>	Change Article 1008545001 (Logistics: Store)	MainWindow.sendVKey()			
95	<input checked="" type="checkbox"/>	Change Article 1008545001 (POS) - . .				
96	<input checked="" type="checkbox"/>	Save (Ctrl+S)	btn[11].press()			
97	<input checked="" type="checkbox"/>	Change Article (Initial Screen) - . .				
98	<input checked="" type="checkbox"/>	Exit (Shift+F3)	btn[15].press()			
99	<input checked="" type="checkbox"/>	SAP - . .				
100	<input checked="" type="checkbox"/>	Exit session (Shift+F3)	btn[15].press()			

Chain Scripts

Run settings: All from first script

Script chain: Add

- MM41_NO_PREPACK_GENERIC.Txr
ARTICLE_CREATION_NO_PREPACK_TEM...
- MM42_NO_PREPACK_FIRST_VARIANT.Txr
Untitled.xlsx

Total Steps 273 manually done before
Creation time: Before 5 minutes
Today less than 1 minute



Single Article - Adding Colors

- Column Based Script
- Possible to add it to old forms

H/D	Field	Color	VariantID	Generic	Variant	GTIN EA	GTIN PAC	GTIN CAR	VENDOR	far Order Uni	Vendor Article
H	Article	0002	001	1015434	1015434001	1015434001	1015434001F	1015434001C	1000091	1	37179S7
H	Article	0032	002	1015434	1015434002	1015434002	1015434002F	1015434002C	1000091	1	37179S7
H	Article	0022	003	1015434	1015434003	1015434003	1015434003F	1015434003C	1000091	1	37179S7
H	Article		004	1015434			P	C	1000091	1	0
H	Article		005	1015434			P	C	1000091	1	0
H	Article		006	1015434			P	C	1000091	1	0



Complex Scenario: Luggage Creation

Different article types

- Generic
- First variant
- New colors
- Prepacks
- Spare parts

BENTLEY			
PART 1: CTÉATION DE NOUVEL ARTICLE / ARTIC			
NOUVEL ARTICLE / NEW ARTICLE	REQUEST #		
MODIFICATION / UPDATE			
Engagement de commande / PO commitment	Quantité / Qty	PAG - Paquet / PAC -	Bannière / Assortment type
COMMENTAIRE DE L'ACHETEUR / BUYER'S COMMENT:			
PRODUIT / PRODUCT			
Catégorie / Merchandise Category	B151102 - Soft Uprights		
Catégorie Article / Article Category	10 - Lot de vente / Sales set		
Fournisseur / Supplier	Samsonite - 1000112		
CARACTÉRISTIQUES / CHARACTERISTICS (EA Item info)			
Motif / Article Prints	08 - Solide / Solid		
Garantie / Warranty	10		
Sexe / Gender	05 - Unisex / Unisex		
Collection	Alliance - 0025		
Antivol / RFID	N - Non / No		
Nœud de hiérarchie / Hierarchy Node	B151102 - Soft Uprights		
Marque / Brand	American Tourister - 0004		
Conditions de stockage / Storage Condition			
Pays d'Origine / Country of Origin	CN - Chine / China		
Saison / Season	0001 - Spring/Summer		
Collection / Rollout	04 - Mai / May		
Exercice Saisonnier / Season Year	2017		
PURCHASING VIEW - VARIANTES / VARIANTS by EA			
Devise / Cur	CAD	1	PAG - Paquet / PAC - Pack
(PCE/EA)Description du Produit dans cette collection (Français) / Fashion Description in this collection (English)	Couleur Secondaire (Secondary Color)		Catégorie Article / Merchandise Category
AT Winshuttle test 28 PD	AT Winshuttle test 28 PD		Test 28 BL
AT Winshuttle test 28"	AT Winshuttle test 28"		Test 28 BK
Catégorie / Merchandise Category	B151102 - Soft Uprights		Noir / Black-0001
Composant / Component	Polyester / Polyester - 021		

MD INFO Creation Change Prepack Spare Parts +



Generic & First Variant

3 to 5 different styles column based – Chain script

Log Winshuttle Studio 11.0 Update 3 SAP System: Client: SAP User - QE1:500:100210894 Script Name - Z_MM41_GENERICS_FOR_PREPACKS.TXT Mode - GuiScripting Start Row - 3 End Row - 3 Number of Errors - 0 Records Uploaded - 1 Date and Time - 2017-07-26 11:38:04 Execution Time - 00:00:14		Log Winshuttle Studio 11.0 Update 3 SAP System: Client: SAP User - QE1:500:100210894 Script Name - Z_MM42_FIRST_COLOR_FOR_PREPACKS.TXT Mode - GuiScripting Start Row - 3 End Row - 3 Number of Errors - 0 Records Uploaded - 1 Date and Time - 2017-07-26 11:38:23 Execution Time - 00:00:13									
GENERIC LOG	EXTRACT GENERIC	VARIANT LOG	INITIAL	Article Type	Merch Category	Article Category	Vendor	Variant 1	Color	VariantID	Var
The generic article 1015453 will be created with its variants	The generic article 1015453 1015453	The variant 1015453001 will be changed	MODE	B151102	01		1000112	0016	001	1015453	
The generic article 1015437 will be created with its variants	The generic article 1015437 1015437	The variant 1015437001 will be changed	MODE	B151102	01		1000112	0016	001	1015437	
The generic article 1015438 will be created with its variants	The generic article 1015438 1015438	The variant 1015438001 will be changed	MODE	B151102	01		1000112	0016	001	1015438	
The generic article 1008638 will be created with its variants	The generic article 1008638 1008638	The variant 1008638001 will be changed	MODE	B151402	01		1000112	0016	001	1008638	
						01				001	001

=IF('MD INFO'!D76=6, 7000027, IF('MD INFO'!D76=5, 7000026, IF('MD INFO'!D76=4, 7000025, IF('MD INFO'!D76=3, 7000024, IF('MD INFO'!D76=2, 7000

BP	BQ	BR	BS	BT	BU	BV	BW	BX	BY
	Purchasing					Sales			
Reference Article for Pack	Order Unit	Var Order U	Vendor artl no.	Net Cost	Sales Org	Dis.Ch	Dis.Ch	Dis.Ch	Dis.Ch
7000022	PAC	1	Test 28 BL		1000	10	20	30	50
7000022	PAC	1	Test 24 BL		1000	10	20	30	50
7000022	PAC	1	Test 20 BL		1000	10	20	30	50
7000023	PAC	1	Test Tote BL		1000	10	20	30	50
	PAC	1		0	1000	10	20	30	50

New Colors



COLOR - 2												
H/D	Field	Color	VariantID	Generic	Variant	GTIN EA	GTIN PAC	GTIN CAR	VENDOR	Order Unit	Var Order Unit	Vendor Article #
H	Article	0001	002	1015453	1015453002	1015453002	1015453002P		1000112	PAC	1	Test 28 BK
H	Article	0001	002	1015437	1015437002	1015437002	1015437002P		1000112	PAC	1	Test 24 BK
H	Article	0001	002	1015438	1015438002	1015438002	1015438002P		1000112	PAC	1	Test 20 BK
H	Article	0001	002	1008638	1008638002	1008638002	1008638002P	1008638002C	1000112	PAC	1	Test Tote BK
H	Article		002		002	002	002P			PAC	1	0

COLOR - 3												
H/D	Field	Color	VariantID	Generic	Variant	GTIN EA	GTIN PAC		VENDOR	Order Unit	Var Order Unit	Vendor Article #
H	Article		003		003	003	003P			PAC	1	Test 28 BL
H	Article		003		003	003	003P			PAC	1	Test 24 BL
H	Article		003		003	003	003P			PAC	1	Test 20 BL
H	Article		003		003	003	003P	003C		PAC	1	Test Tote BL
H	Article		003		003	003	003P			PAC	1	0

COLOR - 4												
H/D	Field	Color	VariantID	Generic	Variant	GTIN EA	GTIN PAC		VENDOR	Order Unit	Var Order Unit	Vendor Article #
H	Article		004		004	004	004P			PAC	1	Test 28 BL
H	Article		004		004	004	004P			PAC	1	Test 24 BL
H	Article		004		004	004	004P			PAC	1	Test 20 BL
H	Article		004		004	004	004P	004C		PAC	1	Test Tote BL
H	Article		004		004	004	004P			PAC	1	0

←	▶	MD INFO	Creation	Change	Prepack	Spare Parts	+	:	4
---	---	---------	----------	---------------	---------	-------------	---	---	---



Prepack Creation

Logic to find the components

	INITIAL				Components							
	Article Type	Merch Categ	Article Category	Vendor	Component	Quantity	Component	Quantity	Component	Quantity	Component	Quantity
PPK 1	MODE	B151102	10	1000112	1015453001	1	1015437001	1	1015438001	1	1008638001	1
PPK 2	MODE	B151102	10	1000112	1015453002	1			1015438002	1	1008638002	2
PPK 3	MODE	B151102	10	1000112								
PPK 4	MODE		10									
PPK 5	MODE		10									
PPK 6	MODE		10									
-----			..									



Spare Parts

1	INITIAL				Basic		Purchasing					Logistics DC
2	Article Type	Merch Categ	Article Categ	Vendor	EN Description	FR Description	Order Unit	Var Order Un	Vendor Article #	Cost		
3	ERSA	S500000	00	1000112	telescopic1	telescopic1	PAC		1	telesc28	0.01	1200
4	ERSA	S500000	00	1000112	telescopic2	telescopic2	PAC		1	telesc24	0.01	1200
5	ERSA	S500000	00	1000112	telescopic3	telescopic3	PAC		1	telesc20	0.01	1200
6			00	1000112			0 PAC		1		0.01	1200
7			00	1000112			0 PAC		1		0.01	1200
8			00	1000112			0 PAC		1		0.01	1200
9			00	1000112			0 PAC		1		0.01	1200
10			00	1000112			0 PAC		1		0.01	1200
11			00	1000112			0 PAC		1		0.01	1200
12			00	1000112			0 PAC		1		0.01	1200
13			00	1000112			PAC		1		0.01	1200
14			00	1000112			PAC		1		0.01	1200
15			00	1000112			PAC		1		0.01	1200

Total Steps for 4 components, 2 colors, 2 prepacks, 10 spare parts : 3258

Creation time: **Before 20 – 30 minutes**

Today 5 - 7 minutes



Pricing with Loops

Validity Date								
15.05.2017								
Description								
Test Winshuttle 100 articles								
Article	New Retial	Loop Article	Loop Dch 10	Loop Dch 20	Loop Dch 30	Loop		
1000378008	1.99	D	D1	D2	D3	D4		
1000379001	2.99	D	D1	D2	D3	D4		
1000379002	3.99	D	D1	D2	D3	D4		
1000380001	4.99	D	D1	D2	D3	D4		
1000380002	5.99	D	D1	D2	D3	D4		
1000382001	6.99	D	D1	D2	D3	D4		
1000383001	7.99	D	D1	D2	D3	D4		
1000384001	8.99	D	D1	D2	D3	D4		
1000384002	9.99	D	D1	D2	D3	D4		
1000385001	10.99	D	D1	D2	D3	D4		
1000385002	11.99	D	D1	D2	D3	D4		
1000386001	12.99	D	D1	D2	D3	D4		
1000387002	13.99	D	D1	D2	D3	D4		
1000388001	14.99	D	D1	D2	D3	D4		
1000389001	15.99	D	D1	D2	D3	D4		

Basic View | Expert View

S.No	Enable	Description
19	<input checked="" type="checkbox"/>	to
20	<input checked="" type="checkbox"/>	Multiple Selection for Article - . . .
21		Loop While (Column F = "D")
22	<input checked="" type="checkbox"/>	Insert line (Shift+F1)
23	<input checked="" type="checkbox"/>	Single Value (Include)
24	<input checked="" type="checkbox"/>	Multiple Selection for Article
25		End loop
26	<input checked="" type="checkbox"/>	Copy (F8)
27	<input checked="" type="checkbox"/>	MDP Selection Articles Sites for Markdov

Studio V11.03

Creation time: **Before 20 – 30 minutes**

Today less than 5 minutes

The Solution

Flash Recordings

- Christmas checks
- Articles aging
- Assign packaging instructions to site
- Adjust store names
- Scrap damaged inventory
- Inventory documents

BENTLEY



Benefits

- Time saving
- Active data flow
- Low impact in business forms processing
- Transfer Master Data ownership to the departments



This is why we Love Winshuttle



Activity	Quantity 2016	Average time per manual entry in minutes	Total average time in minutes	Average time Per Entry with Winshuttle in minutes	Total average time in Minutes	2017 Estimated time saved in minutes	2017 Total Estimated time saved in hours
Article Creation	6172	5	30860	1	6172	24688	411.47
Costumer Creation	196	1	196	0.16	31.36	164.64	2.74
Vendors	445	3	1335	0.16	71.2	1263.8	21.06
Christmas check	312		960		15	945	15.75
Inventory adjustment	750	1	750		5	745	12.42
Mkdown Plans & Promotions	524	20	10480	5	2620	7860	131.00
Annual Inventory documents	82		480		120	360	6.00
TOTAL						36026.44	600.44

This is why we Love Winshuttle



Other Activities	Total Views	Average time manual entry in minutes	Total Manual entry time in minutes	Average time Per Entry with Winshuttle in minutes	Total average time with winshuttle in Minutes	Saved time in minutes	Saved time in hours
MRP	12405	0.25	3101.25		31.05	3070.2	51.17
Aging	1253	0.23	292.37		9.65	282.72	4.71
Site name adjusting	1244	0.25	311		4.45	306.55	5.11
RE Building Name Adjustment	312	0.5	156		1.75	154.25	2.57
Packaging Instructions	1420	0.5	710		1.5	708.5	11.81
TOTAL						4522.22	75.37

This is why we Love Winshuttle



- MD delivered in minutes to the business
- Transfer of Master Data ownership to the departments
- Quick training for new users
- Minimize wrong data entry voiding recurrent corrections
- Solution for repetitive data entry
- Simple management of Winshuttle from the author perspective, allowing to create scripts in a short period of time for mass maintenance



Lesson Learned

- Ensure that the behavior of the transaction is understood before you start to creating scripts

Advice

- Create the scripts based on your existing formats
- Create flash recordings for mass data maintenance





Winshuttle
makes our daily
work more
efficient and
pleasant

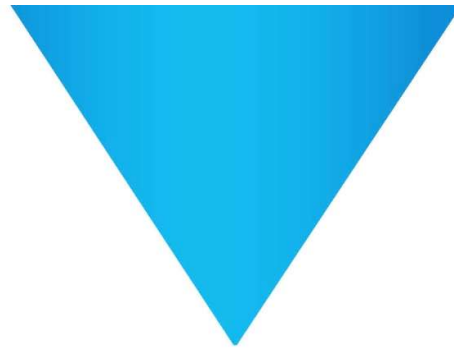




What's Next

- Include Allocation in the Winshuttle experience
- STO creation
- New Storage type at the warehouse, more than 30,000 articles to adjust.
- Dropship articles

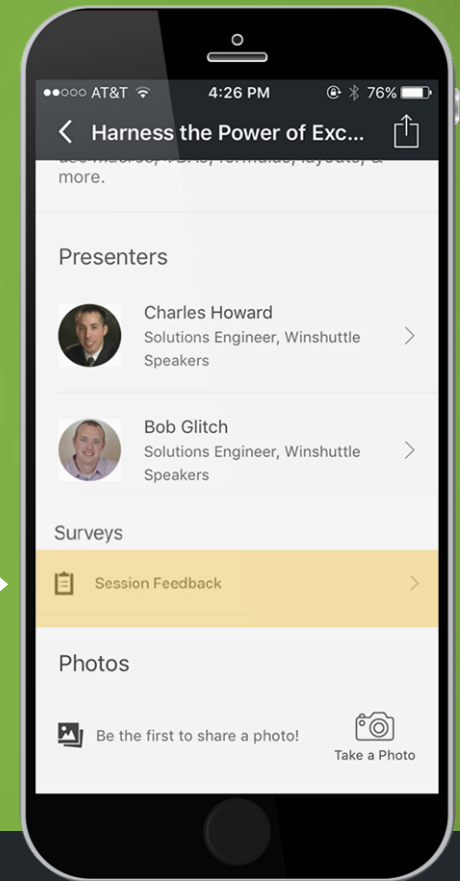
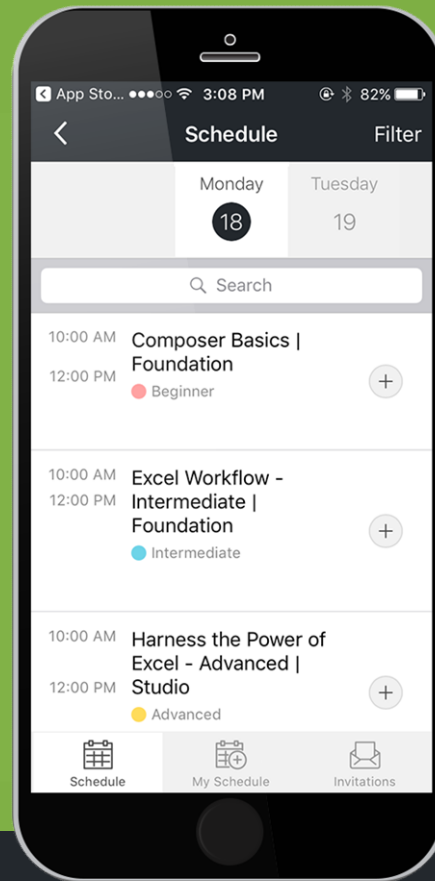




BENTLEY

On the move with you. Everyday.

Remember to complete the session survey!





Thank you

Remember to complete your session evaluation!

WINSHUTTLE
USER
GROUP

ANNUAL
CONFERENCE
ATLANTA 2017