



ROTHBAUM
CONSULTING ENGINEERS

trotec

Consulting, planning and vendor selection for the implementation of SAP TM

Process planning, requirements catalogue, tendering
and vendor selection for the implementation of SAP TM



An overview

Today's manual transport planning processes were to be brought up to the state of the art by introducing SAP TM. The actual processes were recorded and supplemented by targeted data analyses. Together with the specialised department, future target processes were designed and the requirements for the introduction of SAP TM were collected. These requirements formed the basis for the tender document. In addition, possible implementation partners were pre-selected and the final selection was accompanied.

— Trotec Laser GmbH —

- Trotec Laser GmbH, based in Marchtrenk, is part of TroGroup GmbH and a leading global manufacturer in the field of laser technology.
- Over 750 employees worldwide generate a turnover of 161 million euros.
- With an export quota of approx. 97%, the company has to cope with a very high volume of transport every day.

— Services —

- Recording of current process flows in transport management and transfer to future target processes
- Supplementary data analyses to define requirements for the implementation of SAP TM
- Preparation of tender documents for the implementation of SAP TM and support in the selection process of the implementation partner

— Results —

- Process diagrams for actual and target processes in the area of transport management
- Targeted analyses of transport data to identify potentials
- Creation of a catalogue of requirements and defined measures to avoid existing weaknesses
- Tender documents for the introduction of SAP TM including the development of a use case
- Pre-selection of possible implementation partners and support in the selection of providers



Project description

Trotec Laser GmbH is characterised by a high transport volume, most of which was handled manually at the time of the project. It was therefore necessary to examine the advantages of introducing transport management software for Trotec. The process landscape in transport management at the time was to be designed as efficiently as possible with the help of SAP TM and, if necessary, automated. The objectives here were to drive forward the standardisation of processes, ensure better traceability and transport planning and minimise the manual effort involved in distribution logistics.

– Procedure

The recording of the processes in transport management was supplemented by targeted analyses of the transport data, enabling optimisation potential in the processes to be identified. A catalogue of requirements for the transport management software was drawn up based on the target processes. The tender was then prepared together with the specialist department and potential partners for implementation were selected and evaluated.

– Results

A future process landscape was jointly developed based on the transport management processes in place at the time. The requirements for the introduction of SAP TM were defined and collated with the specialist departments. A GAP analysis showed that many weaknesses and potentials could be solved with the use of SAP TM. Measures outside the system were defined for further potential. In addition, the introduction of SAP TM was evaluated economically and an implementation roadmap was drawn up. The focus here was on a phased introduction.

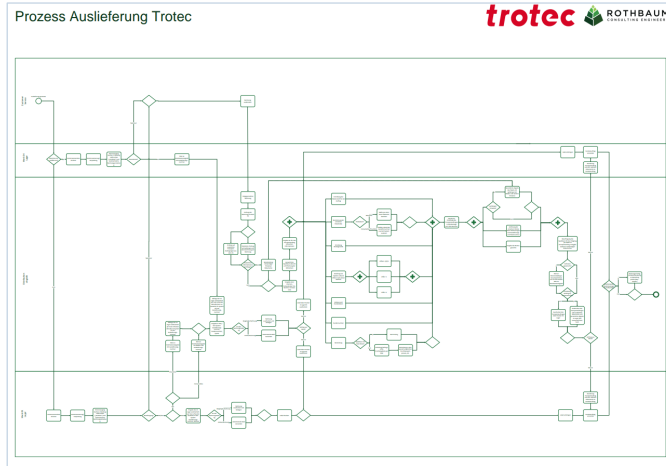
In a second phase, Rothbaum provided support in the selection of a suitable partner for the introduction of SAP TM. Together with the specialist department, a use case was developed and a tender document prepared. Potential implementation partners were selected with the help of a longlist and shortlist of possible providers. Selected providers were able to demonstrate their skills in a beauty contest. With Rothbaum's support, Trotec was able to select a suitable implementation partner.

"The cooperation between Trotec and Rothbaum in the SAP TM analysis project represents significant progress in the optimisation of our logistics processes. Thanks to the careful selection of the provider and Rothbaum's expertise, we are convinced that we will implement innovative and efficient solutions that will significantly improve our transport and logistics operations."

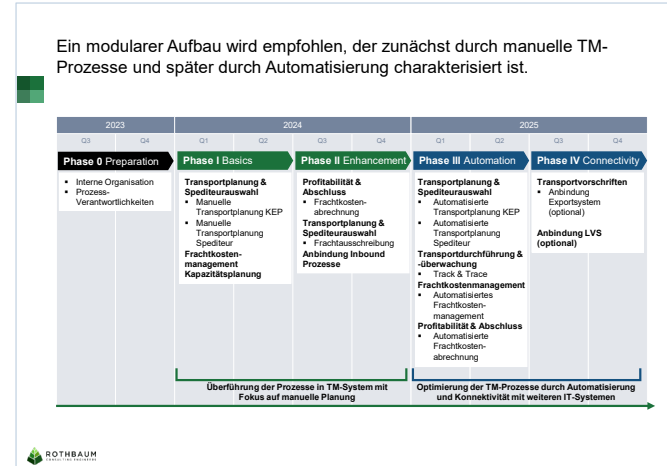
Birgit Kollmann,
SAP Process Expert Operations

trotec

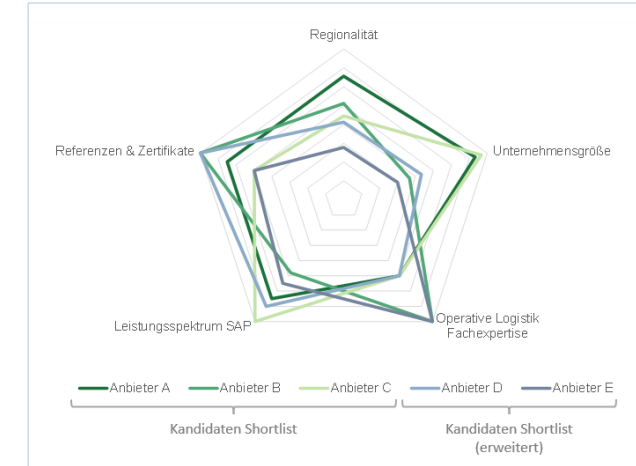
Exemplary insights



The flow chart illustrates the high complexity of the delivery process at Trotec. It also shows that different areas are involved in the process.



An implementation roadmap has been developed for the modular introduction of SAP TM. In a first phase, the introduction of SAP TM Basic is recommended. In a second phase, this can be expanded with SAP TM Advanced functionalities.



Potential providers for the implementation of SAP TM were evaluated on the basis of various qualitative and quantitative criteria. From this, a shortlist was drawn up and beauty contests were organised with the potential providers.

I look forward to your questions!



Katrin Söntgerath

Senior Consultant

Rothbaum Office Hamburg

katrin.soentgerath@rothbaum-consulting.de

+49 151 113 115 27

You can reach our offices as follows :

Hamburg: +49 40 226 327 20

Frankfurt: +49 6196 58 668 94

Munich: +49 89 413 272 86

Linz: +43 720 115 885

Basel: +41 800 838 239