

delaware

SAP® Qualified  
Partner-Packaged Solution

# FAST mill products a value perspective

we commit. we deliver.

# contents

overview	3
development effort	4
solution optimizers	5
feature set	8
solution delivery accelerators	9
common pain points	10
benefits to IT	11
benefits to business	12
contact us	13



# delaware's pre-configured mill products solution



# estimated development effort to replicate delaware's S/4HANA mill products optimizers

30k



person development hours

1+



years to develop

100+



WRICEF objects at medium,  
high complexity

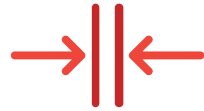
\$5M



custom development costs



# solution optimizers



## SAP S/4HANA mill products opportunity

Product VC family library: prebuilt for FAST mill products

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ESKO, CAD integrations

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SKU pricing enhancements including discounts and related manufacturing and delivery costs e.g., freight, equipment overhead, etc.

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Copy Master templates for simplifying quotation response to non-standard products

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Prebuilt integration for ESKO Artwork Automation Engine



## How covered by delaware's FAST solution

Predefined product structures for sheet-fed products.

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Prebuilt CAD software integrations for better control over design, graphics and artwork.

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Sales Cockpit supports the creation of call-offs and delivery creation scenarios in 1 or 2 steps as well as the creation of consignment deliveries; pricing enhancements include discounts, freight management, multiple delivery call-offs and equipment overhead costs

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Solution provides an Engineering Cockpit to automate calculation and response to one-off designs requested in a quotation making use of predeveloped structural design templates.

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The JDF integration for the Esko Artwork Automation Engine with SAP S/4HANA enables bi-directional data exchange, status monitoring of prepress jobs, and automatically triggers step & repeat tasks.

# solution optimizers



## SAP S/4HANA mill products opportunity

Sequencing & capacity optimization

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PP/DS extensions using variant configuration to reduce the maintenance required with standard SAP



## How covered by delaware's FAST solution

Supports work scheduling to sequence or combine planned orders (mill order) with the objective to reduce make-ready and change-over times; Sequence Composer imports preselected sales orders for SKUs of a given product family to compute the optimal sheet/roll imposition using the order quantity per SKU, material, tool dimensions and color rotation details.

Design Composer evaluates product & planning constraints to determine which orders can be combined or combined with certain restrictions. The planning results are transferred to the Sequence Planning Cockpit which creates combined orders for each co-printed or single production orders for single printed manufacturing layouts.

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Solution extends the integrated production planning and detailed scheduling functionality in SAP S/4HANA (PP/DS) to include the product variant configuration in the optimization algorithm.

Alternative work center options are presented on the planning board helping to optimize line level loading and minimizing make-ready and change-over times.

# solution optimizers



## SAP S/4HANA mill products opportunity

Integrated order monitoring and change processing

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Roll Management for slitting automation and consumption

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Traceability - no clear best practice from SAP for Handling Unit use in mill products; clients must pick and choose from available functionality



## How covered by delaware's FAST solution

The VMI-Order Monitor allows the order handler to plan weekly production buckets per SKU. Based on the recorded data, the VMI-Delivery Monitor also allows the order handler to plan all shipments to fulfill customers' requirements.

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Roll Management Cockpit enables the display and allocation of MTS and MTO handling unit stock, including batch classification and handling unit data.

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FAST solution addresses all requirements for shop floor data collection including HU-based material movements covering GI & GR, label printing, quality inspection, and end-to-end batch and HU traceability.

# feature set



Product development  
& estimation



Prepress order processing  
& tool management



Order management



Materials & warehouse  
management



Material capacity  
requirements sequence  
planning



Detailed scheduling &  
optimizing production  
preparation



Production execution  
in-process quality inspection



Transportation planning,  
shipping & invoicing

**FAST mill products is pre-configured with industry best practices, certified by SAP,  
and built on and powered by standard SAP S/4HANA**





# solution delivery accelerators

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## Master data:

Ensuring SKUs and product specifications are not duplicated; predefined product structures for sheet-fed products



## Scheduling:

Dynamic scheduling to optimize production runs and asset utilization



## Digital workflows:

End-to-end processes streamlined and automated with simplified transactions requiring fewer clicks



## Virtual checklists:

Work order checklists with composer to ensure job scheduling quality



## Integration:

Out-of-box interfaces to standard industry protocols, e.g., CAD software, Esko, SAP-JDF for prepress workflow



## Pricing:

Sales price determination tool includes functionality for creation, display of scale quantities, and technical variants in parallel for improved visibility into job/product costs and margin



## Training:

Academies to accelerate learning and skills development



## Organizational adoption:

Standardized industry best practices with operational cockpits simplifying the user experience



# resolves common pain points

- 1 integrated master data management (SKUs, semi-finished goods, product specs)
- 2 sequencing with variant configuration in PP/DS
- 3 integrations with 3rd party software (CAD, Esko, SAP-JDF)
- 4 reducing manual tasks and cumbersome SAP transactions with efficient digital workflows for smoother, faster transactions
- 5 end-to-end processes for prepress and virtual checklists for machine run time
- 6 S/4HANA certified and in sync with SAP solution roadmap and release cycles

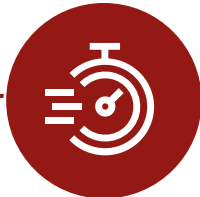


# benefits to IT



### Operational cockpits

automation of SAP transactions within end-to-end digital workflows cuts processing time and reduces IT support for training & user adoption



### Quicker deployments

out-of-the-box industry best practices significantly reduce custom development effort



### Reduced TCO

lower ongoing maintenance costs because certified by SAP, part of S/4HANA solution roadmap and less custom code to support



### Less risk

tested, proven, robust, pre-configured industry processes deliver stability and sustainability with limited coding



# benefits to business



## Increased asset utilization

dynamic scheduling



## Improved user productivity

digital workflows, automation,  
fewer clicks



## Improved margin

complete job costing, overhead management,  
interface data exchange specs



## Reduced waste

combining orders, inventory control

If you'd like to learn more about delaware's FAST mill products solution, please message either John Gretter or Richard Seel



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**delaware**

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