



# IT'S A PLEASURE TO BE PART OF THE TEAM

SUPPLY CHAIN MANAGEMENT  
SOLUTIONS FOR MEDIUM-SIZED  
AND DAX COMPANIES



IT'S A PLEASURE



## IT'S A PLEASURE TO INTRODUCE OURSELVES

eilersconsulting was founded in Bremen in 1999 by Olaf Eilers. Since then, we have been focusing on process optimisation in logistics and supply chain management. These are the core facts about us. But who are we? What makes us stand out? And how do we work? We will give you three short answers to these questions now – and even longer answers when we meet you in person.

Our company is a young, dynamically growing SAP consulting firm with a healthy mix of young and experienced consultants and developers. We work for a variety of companies and groups around the world.

When it comes to our work, we strive primarily to provide quality at a reasonable cost through our streamlined decision-making processes and fast, flexible project execution. We also set great store by working as genuine partners alongside our clients.

As far as our expertise is concerned, we are out-and-out SAP and logistics specialists. We offer appropriate, wide-ranging process and project experience. And we have the technological skills to flawlessly implement the concepts we have developed to perfection.

We always find a solution that is precisely tailored to our clients' needs – no matter how complex their business processes are. In other words:

**It'S A Pleasure to make your supply chain better: simpler, safer and less expensive.**

“ We see ourselves as being part of the team, in our company and in yours. It is a pleasure for us to develop individual SAP solutions for you.”

Olaf and Anja Eilers, owners and Managing Directors of eilersconsulting

# KEEPING AN EYE ON THE DETAIL AND THE GOALS: E\_PERFECT\_MRP

Let's start small: e\_perfect\_MRP is the simplest and most affordable add-on for your SAP environment. Our demand planning add-on checks your master data, achieving optimum procurement planning.

Your planners will love it, because they will find that e\_perfect\_MRP already has a solution for every concern they may have. This add-on will guide your planners through the maze of master data and provide them with a sound decision-making tool to make your supply chain run like clockwork.

More specifically, e\_perfect\_MRP assists you in the following areas:

- It not only classifies products by their sales history, but also by a wide range of other relevant availability indicators.
- It develops planning strategies and shows decision overviews.
- It identifies and monitors particularly important or critical products better.
- It manages production and procurement planning in a way that reflects your objectives.

E\_PERFECT\_MRP:  
OUR MOST AFFORDABLE  
ADD-ON OPTIMISES YOUR  
AVAILABILITY PARAMETERS

“ I will just say this: our supply chain has become so complex over the past few years that I have to rely blindly on a capable assistant. And that's exactly what e\_perfect\_MRP is.”

An IT manager and eilersconsulting client in the steel industry



# PLANNING PROCESSES, CELEBRATING SUCCESSES: E\_GLOBAL\_SCM

Does your company need to open its gates and work across plants for the supply chain to work? No problem. Our e\_global\_SCM add-on automates supply management not only within plants, but also across plants and international borders.

e\_global\_SCM is the ideal solution for medium-sized companies and offers top-notch performance at a transparent cost. So if you would like to map forecasts against net demand planning across plants and systems, e\_global\_SCM has got exactly what it takes. The same applies when you are considering additional demand for trade fairs, promotions or product launches.

**E\_GLOBAL\_SCM:**  
THE SUPPLY CHAIN  
PLANNING SOLUTION  
FOR MEDIUM-SIZED  
COMPANIES

You can, if you wish, even automate the drafting of your company's own internal documents, such as sales orders and customer orders.

What's more, e\_global\_SCM is not only extremely versatile, but it also has a very clear structure. Since this system fully visualises the exchange of data and information, you have everything under control and never lose sight of anything at the same time.

The advantages of e\_global\_SCM:

- Reduces inventory
- Shortens replacement times
- Standardises communication across the entire supply chain
- Minimises planning errors and bottlenecks
- Offers a long-term preview of capacities and forecasts
- Manages by exception for better control of critical products

“With e\_global\_SCM, our goal is to offer a globally standardised management tool for demand planning which creates transparency in our global supply chains and links the requirements of sales and production. eilersconsulting is the perfect partner for this task.”

Jurgen Wahlen, AOP Global Business Process Organisation A, Henkel AG & Co. KGaA



# STANDARDISE YOUR PROCESSES, OPTIMISE YOUR PROCEDURES: SAP APO

Standard solutions offer security – no doubt about it. And we can help you to interconnect premium solutions from a single stable. We are highly skilled not only in the organisational and technical interaction of SAP APO and SAP ERP, but also in their integration with an SAP BW. And we make sure the constellation works properly right from the start without any annoying teething problems.

Even if you are already working with this combination in your company, we can support you by optimising your processes. We employ experts who have been working with SAP APO for over 20 years and are more than capable of detecting any weaknesses. They draw on their many years of experience to customise your system exactly according to your needs. We know that might sound a bit ambitious, but we will be true to our word. Give us a try.

“The critical factors for success in achieving integrated supply chain management are analysing end-to-end processes (demand and supply), integrating tools, achieving adequate organisation and enjoying close cooperation between business units, IT and consultants. This is why we've been working happily with eilersconsulting for years.”

Oliver Hirsch, Corporate Manager of the Integrated Business Solutions (IBS) unit of Henkel AG & Co. KGaA

SAP APO:  
STANDARD SOLUTIONS  
FOR YOUR SUPPLY CHAIN  
MANAGEMENT



# POOLING EXPERTISE, AVOIDING DOWNTIME: SAP IBP

The future starts now. And you, we and SAP IBP are right in the middle of it.

IBP pools all the SCM functions and expands them with one important feature: the full integration of key financial figures into planning for the first time.

Despite all of its complexity, SAP IBP possesses an organised structure and a clear design, and is easy to use. You can even access the add-on from a smartphone with just a few clicks.

Whether you want to use SAP IBP for demand, response & supply or sales & operations planning, we will analyse your processes and structures and tailor the IBP functions to suit your needs – including as part of a reasonably priced feasibility study using a rapid deployment solution (SAP Best Practices).



SAP IBP:  
THE FORWARD-LOOKING  
CLOUD SOLUTION FOR  
YOUR SUPPLY CHAIN

“SAP is breaking entirely new ground with SAP IBP: in the future, for instance, we will be able to fully integrate planning into Excel. Another key benefit lies in the ability to integrate financial figures.”

Michael Bresik, IBP specialist and authorised representative of eilersconsulting



# FOCUSING ON THE FUTURE, ACCELERATING DIGITALISATION: THE INTERNET OF THINGS

Even when the rules of the game change, we will still be on the ball. And soon they will be changing at a breathtaking pace. The Internet of Things will open up unprecedented opportunities, but also expose you to risks that you will need to overcome. Our understanding of this process makes us the partner you can rely on in times of change.

We could list many segments in which our expertise is already in great demand. But for simplicity's sake, we will limit ourselves to a couple of examples.

They are, on the one hand, driverless transport systems (DTS) that supply fully automated racking systems and, on the other, highly developed sensor technology which feeds gigantic databases with the history of every individual component, making predictive maintenance possible and forecasting more accurately than ever before when tool components need to be replaced.

Business intelligence means that in the future you will be able to control company processes using indicators collected in real time. You can already see that this area has huge potential.

A similar future awaits your supply chain. It will be based on big data applications and the increasing integration of processes. The ways in which companies exploit the emerging opportunities to harvest efficiency gains will vary enormously.

Therefore, the best way to prepare for Industry 4.0 is with a partner who thinks things through and plans ahead. Someone with experience in finding individual solutions for process optimisation. A partner like eilersconsulting.

“ We will have to see precisely what surprises Industry 4.0 brings. But one thing is certain: these surprises will be pleasant ones with eilersconsulting.”

A managing director and eilersconsulting client from the automotive industry

# USING OUR SUPPORT, ENHANCING YOUR PERFORMANCE: OUR EXPERT NETWORK

This is what we call group dynamics: in 2004, we joined forces with other expert companies and founded the amotIQ group.

This strategic alliance of companies has grown larger and larger over time. The amotIQ network pools project experience gained from working for many clients in various industries, such as BMW, Daimler, Toyota Boshuko, Deutsche Post DHL, Fraport, ThyssenKrupp, Hornbach, thomas gruppe, Henkel, Dirks Logistik, Hermle, AIRBUS and Bayer.

Every company in the group has its own consulting focus and contributes its specific expertise to amotIQ's collective skill set.

So if we're working on a project that requires particular expertise or special resources, we can call on this specialist network. And we promise you that the results will turn out to be excellent as well.

amotIQ benefits clients not only by pooling expertise, but also through amotIQ selected, which is a format that enables them to share experiences and ideas with their peers. We offer informative and exciting conferences on selected topics relating to SAP. What is special about these events is our clients themselves: they are the speakers and the participants. It allows professionals to meet other professionals for an interesting and stimulating exchange of views.

AMOTIQ:  
POOLED SAP EXPERTISE  
TO BENEFIT YOU

“ It was very interesting to find out about other companies' SAP projects. It gave us fresh impetus and inspiration. There was even enough time to discuss everything at length.”

Torsten Henrichmann, Mannstaedt GmbH, speaking after the conference amotIQ selected 2017



# WORKING AS PARTNERS, PERFORMING EXTREMELY WELL: SAP SILVER PARTNER



We are unashamedly proud to be an official SAP Silver Partner. And the best thing about this partnership is that our clients benefit from it.

Our status as a Silver Partner enables our staff to regularly attend exclusive training and information events on current releases, functions and strategic topics at SAP AG's offices.

As a partner of SAP we can access inside information even faster and pass on our knowledge to our clients, creating a win-win-win situation between them, SAP and ourselves.



# WORKING SUCCESSFULLY, MAKING LIVES BETTER: OUR SUPPORT FOR CHARITABLE PROJECTS

No doubt about it. We are happy with our success. But we also feel compelled to share it with others. That is why we are delighted to support at least one charitable organisation every year. Recent examples include:

- sponsorship enabling a swimming team to compete in the Special Olympics World Games
- a children's food programme in Düsseldorf that gives needy schoolchildren a hot lunch every day
- the children's cancer charity Gieleroth, which seeks to alleviate the burden imposed on children with cancer and their families
- Mida Ecocamp, an aid project in Kenya whose aim is to enable a small community to establish its own medical services and schooling

We are also very committed to sports. For example, we sponsor Düsseldorf Hockey Club's men's first team (as you may have guessed from the pictures in this brochure).

Olaf Eilers benefited from sponsorship himself as a young athlete. For this reason, we are pleased to support a sport that is not necessarily in the limelight, but is exceptionally committed to working with young people and promising new talent.



# IT'S A PLEASURE TO WORK WITH US

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