

Successful E-Procurement integration at Felix Schoeller, market leader for specialty paper

Having its headquarters in Osnabrueck, Felix Schoeller is one of the top international providers for high-quality specialty papers. The main business fields include photo basic paper, paper for digital picturing systems, technical specialty papers and since 1990 also decor paper. More than 2,500 employees currently enjoy the advantages of the enterprise, which is family-owned meanwhile within the fourth generation and independent from any higher affiliated group. Next to quality continuousness the high innovation force is Felix Schoeller's outstanding strength since its foundation in 1895. Several top customers relay upon Schoeller's excellent expertise, among them international enterprises like Kodak, Fuji, Agfa and Konica-Minolta.

"Easy procurement" – that's the unwritten law of the buying department at the Felix Schoeller group. Simple procurement processes especially for C-materials, are to take place quickly and and cost-effectively. This was the reason for the introduction of an electronic ordering system in 2000. In contrast to other companies which likewise searched in this very early phase of the young E-Procurement market for an electronic purchasing solution, Felix Schoeller right from the beginning focussed on the reduction to the sensible. A quick implementation also was an important criteria for the introduction of such a solution.

Thus the device was clearly defined: The new system was not supposed to become end in itself, but had to subordinate to Schoeller's purchasing goals and become goal-leading in the sense of a slim purchasing cycle.

The easy handling of the tool was another basic demand of Felix Schoeller. Furthermore the application were not to become an island solution but were to be integrated seamlessly to the already existing SAP system.

Healy Hudson (still under the old trade of CaContent), one of the most experienced providers of E-Procurement solutions, exactly met all these requirements. Their application Professional established itself at the end of a lengthy and careful selection process. Only eight weeks later, in June 2000, Kelly Moenstermann, project manager in charge, could release the fist electronic order. Shortly after the initialization phase, more users were activated and new electronic catalogs were integrated.

2003: Transition to Professional V3

At the beginning of 2003 the first bigger release change was scheduled. Grown requirements affecting ordering and supplier integration finally encouraged Felix Schoeller to realize the transfer to Professional V3 in combination with Staging V3 for catalog and supplier integration. This combination, based on the latest Microsoft .NET technology, unites the representation of highly developed purchasing processes with scalable software technology. Apart from the usual ordering process, Schoeller now can handle their whole supplier communication fully autarkic.

Today no catalog can enter the procurement platform unseen. With the help of Staging, all newly imported catalogs are tested by a comprehensive and automatic quality process.





By default, this control instance consists of about 40 single queries and rules which have to be passed through. These can be further refined by individual rules.

As a result, hidden price changes or a non-ergonomic catalog structure can easily be detected – like this the customer always keeps control over fundamental contract details.

Apart from many lately developed modules, the new solution provides several add-ons, which have been designed throughout the longtime partnership with Felix Schoeller. Highlights are the ergonomically improved article list, which enables the user to compare articles catalog spanning, and the new basket of goods. By this feature several individual basket cases can be administrated.

Another speciality of the Felix Schoeller procurement system: Only expert buyers are allowed to log into the platform. The current 30 users can order their items from more than 10 different electronic catalogs, which altogether cover a big part of all relevant product groups for indirect goods.

A central aspect is the seamless connection to the already existing SAP environment. Healy Hudson established a connection between ordering application and the materials management module SAP MM via an Internet Transaction Server. Thus the leading SAP system is always up to date (purchase commitments, accounts payable, etc.), invoices can be balanced automatically via a credit memo procedure. "Like this we are saving a lot of time. And by Professional's comprehensive reporting tools

we furthermore enhance our SAP R/3 control mechanisms," Kelly Moenstermann describes Healy Hudson's successful integration process.

„Professional can be used easily and still meets all important criteria for a professional procurement solution, which fits perfectly into our existing SAP infrastructure.“

Kelly Mönstermann, in charge of the introduction of E-Procurement within Felix Schoeller Group

All in all Felix Schoeller was fully satisfied with the fast and smooth release change. Kelly Moenstermann: "The version change went fully according to plan".

Currently it is checked if more indirect goods – so-called "inventory tracked goods" – are to be integrated in the future.



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