

pearl

SBN – Master Data Day 01.06.22

Meet our team



IVAR MØLNVIK
PRINCIPAL @ PEARL



STIAN LARSEN
MASTER DATA CONTROLLER
@ MOTEK



MATS HOÅS
CONSULTANT @ PEARL

Pearl Group Snapshot

Founded in 2006

(Self owned + PE fund)

Lysaker, Oslo

Headquarter

Partners

SAP

AWS

Salesforce

Open Text

Crystallize

Algolia

Cognizant

In business since 2006

Nordic & Norway SAP partner of
the year every 2nd year

Offices

Oslo, Sandefjord

Stockholm, Malmö,

Gothenburg, Riga, Kyev

Singapore

500+ MNOK

Revenue for 2021

300+

Employees Globally

(Q1, 2022)

supporting 70+

clients

>85%

Business with
existing clients

10

of the top
Norwegian retailers

14

SAP on AWS
customers in the
Nordics & Baltics

18+6

S/4HANA
projects in the
Nordics & Baltics

pearl

Business Areas

SAP S/4HANA portfolio

Commerce & CX solutions

PearlCare ALM

Operations & Infrastructure

Some of our clients



Motek

- Sell tools and fastening products to the professional building industry.
- Exclusive import of premium brands Hilti, Festool and Bostitch in Norway
- Overall turnover exceeding 1 billion NOK
- 330 employees
- 130 sellers
- Central warehouse in Oslo.
- 30 Motek stores all over Norway
- Own repair/servicecenters
- SAP since 2014
- About 8800 active items, and 14700 active spareparts.



Agenda

- Master Data in context of Product Lifecycle – with use cases

EXPERIENCES MASTER DATA

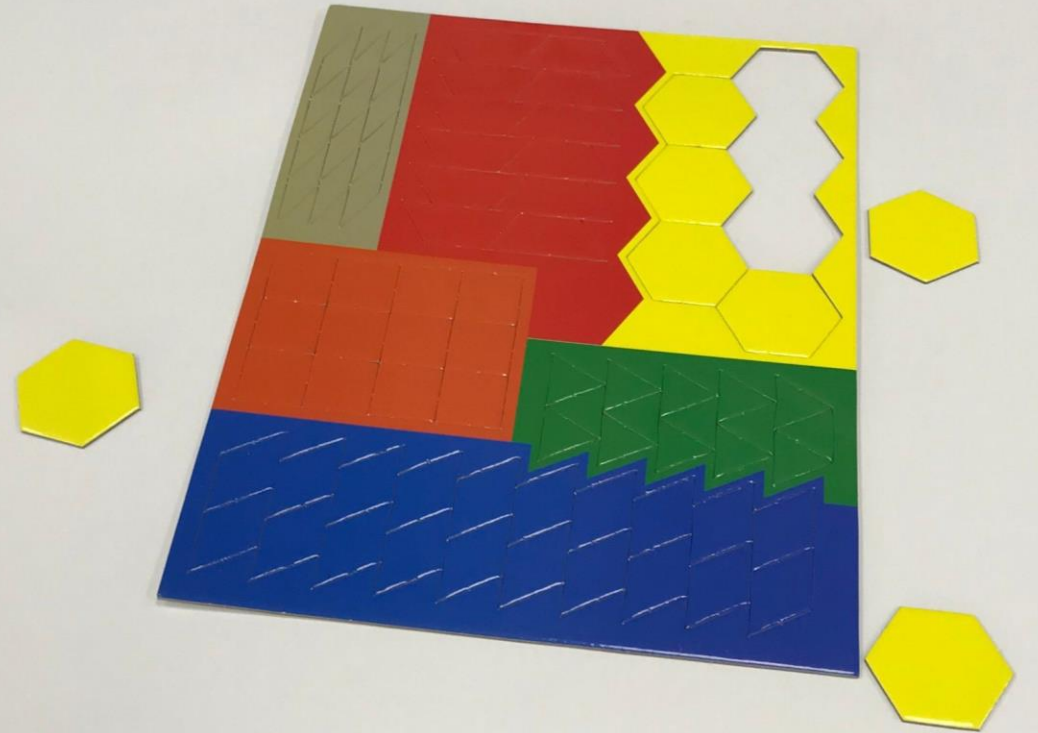
«80% is not good
enough»

“Nearly there” is far from there.



DESIGN PRINCIPLES

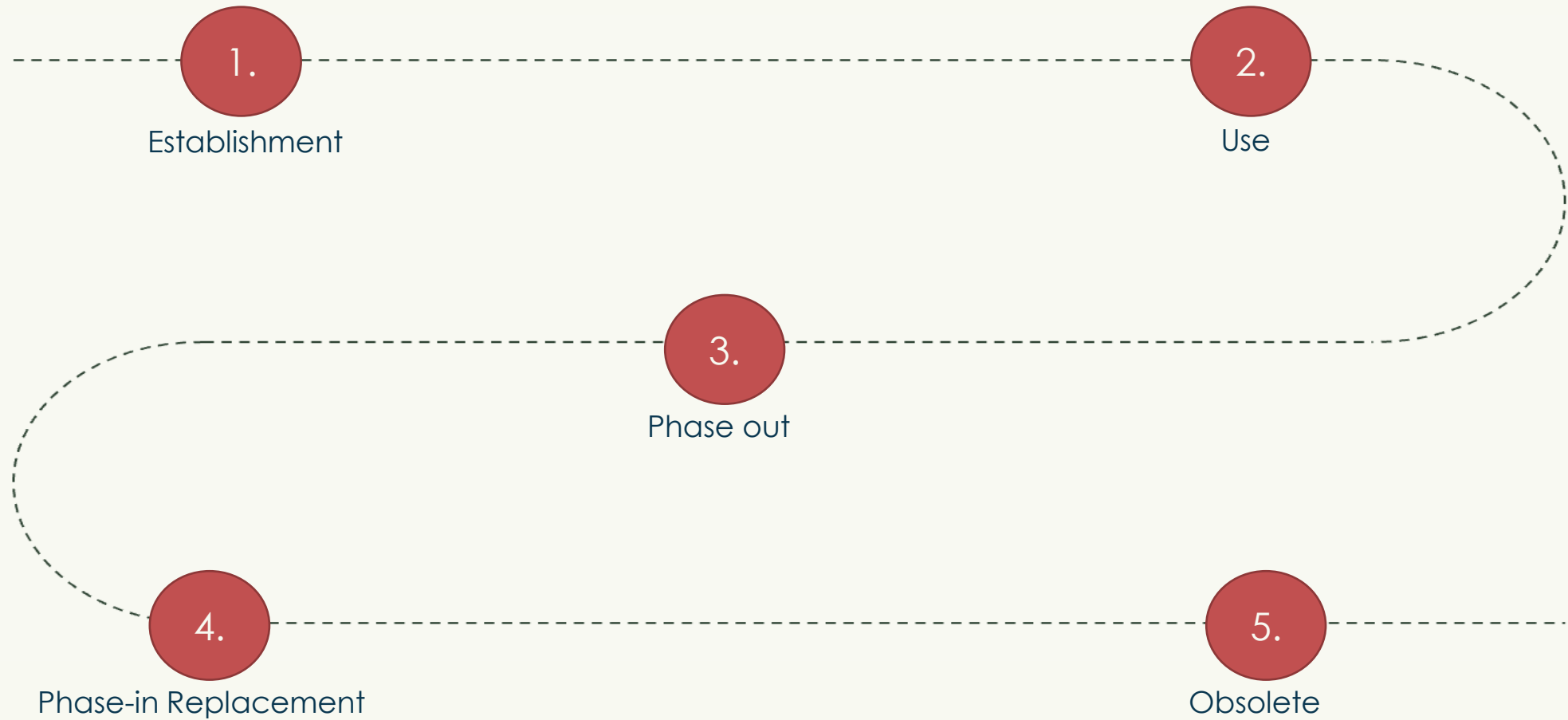
- Automation where possible
- No template forms
- Simplicity



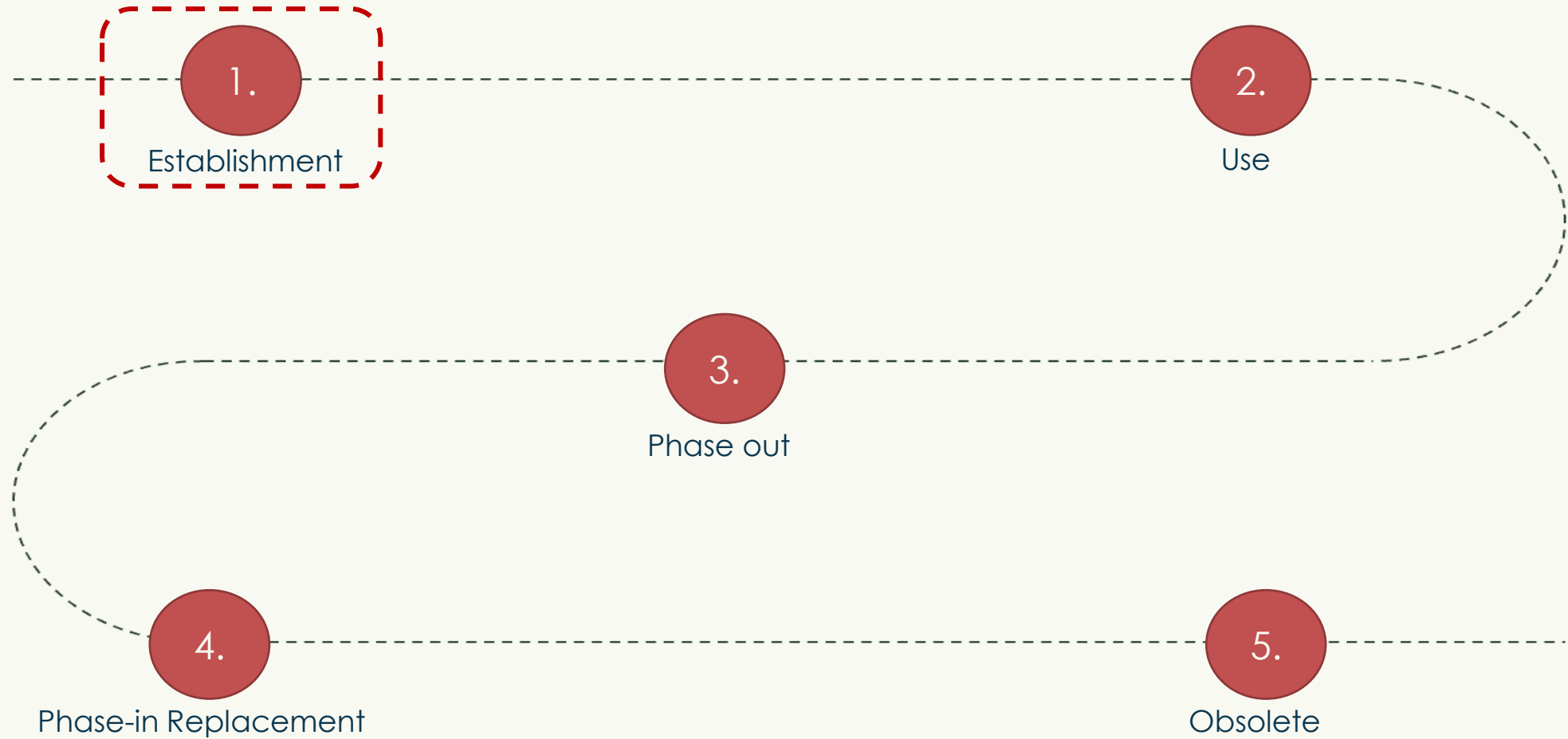
PRODUCT LIFECYCLE



Product Lifecycle



Product Lifecycle



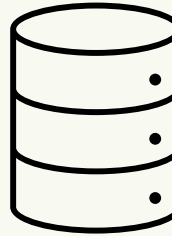
Use Case – Establish article

«I want to establish multiple articles in a simple fashion»

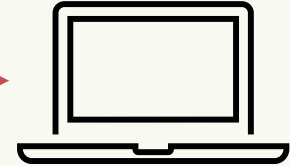


PETRA
MASTER DATA MANAGER

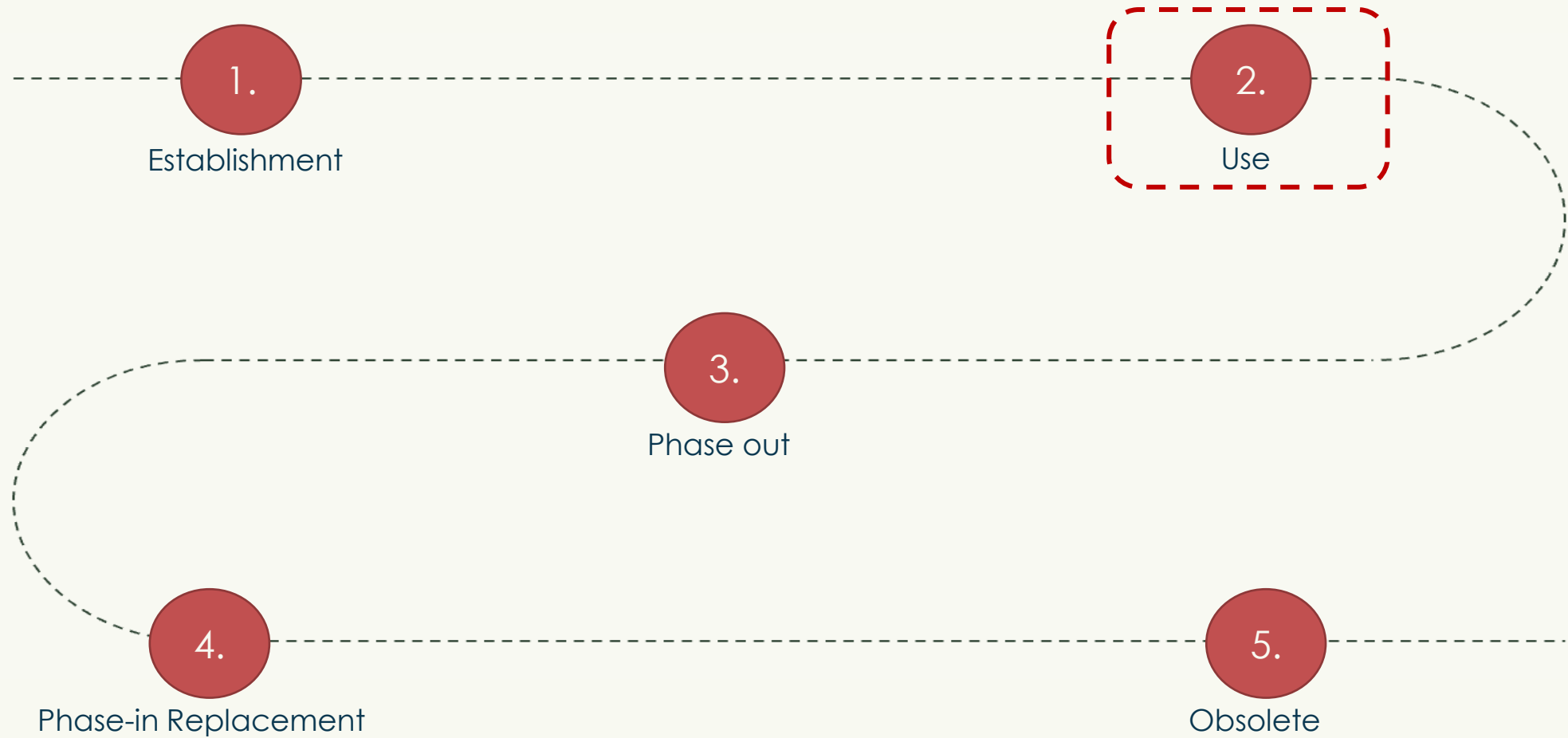
Industry
product
register



Local ERP



Product Lifecycle



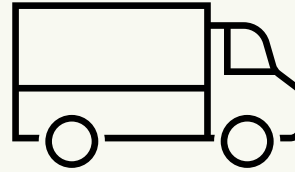
Use Case – Price Updates from vendors

«I want price updates from my vendors to be automatically reflected in our system»



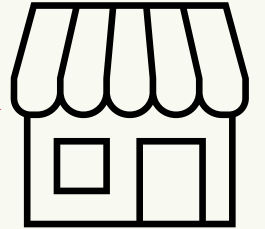
FRANK
CATEGORY MANAGER

Vendor ERP



Purchasing
price
updates

Local ERP



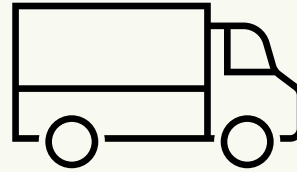
Use Case – See stock levels at vendor

«I want to be able to see the stock level at my vendors warehouse»



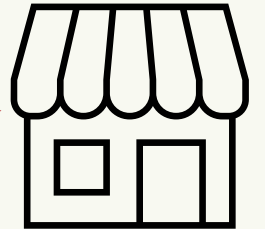
FRANK
CATEGORY MANAGER

Vendor ERP

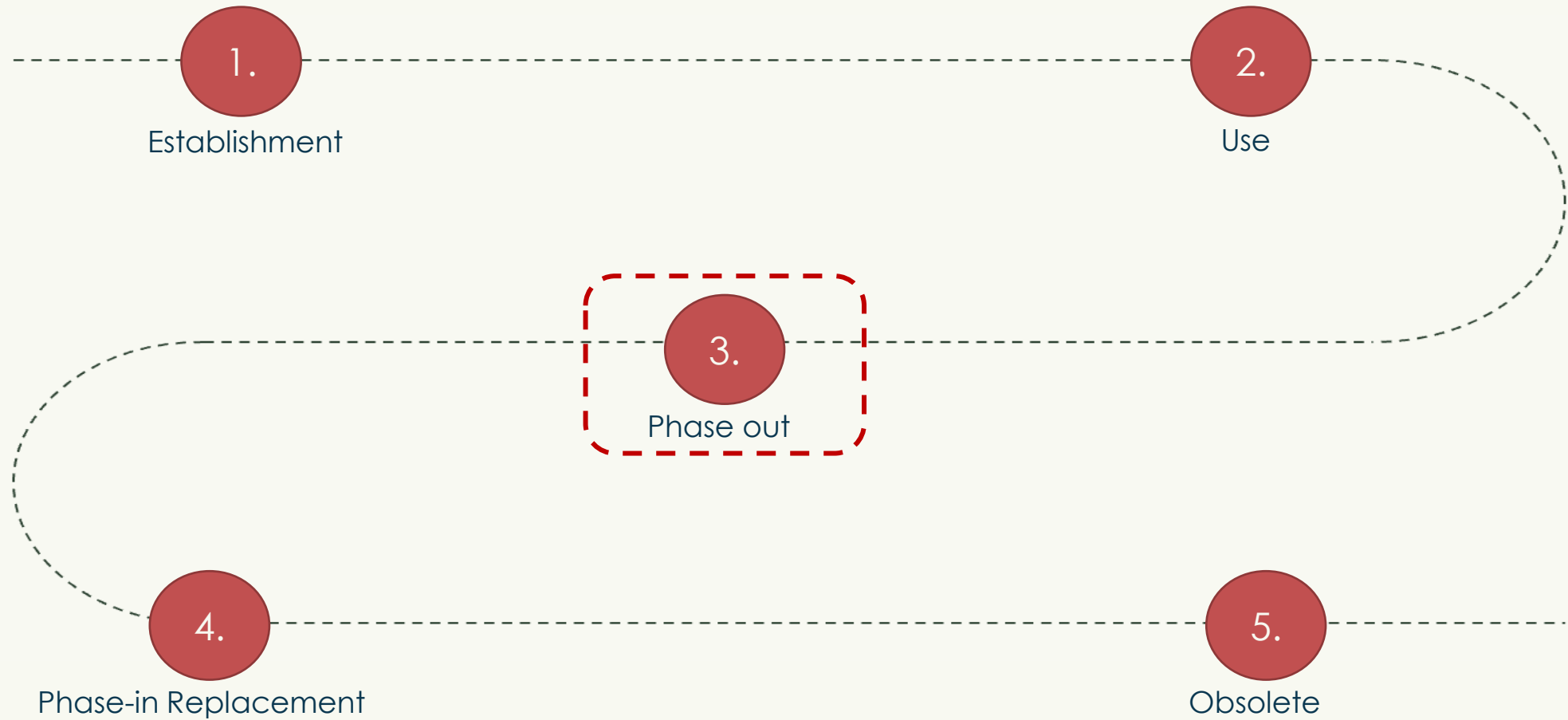


Stock levels

Local ERP



Product Lifecycle

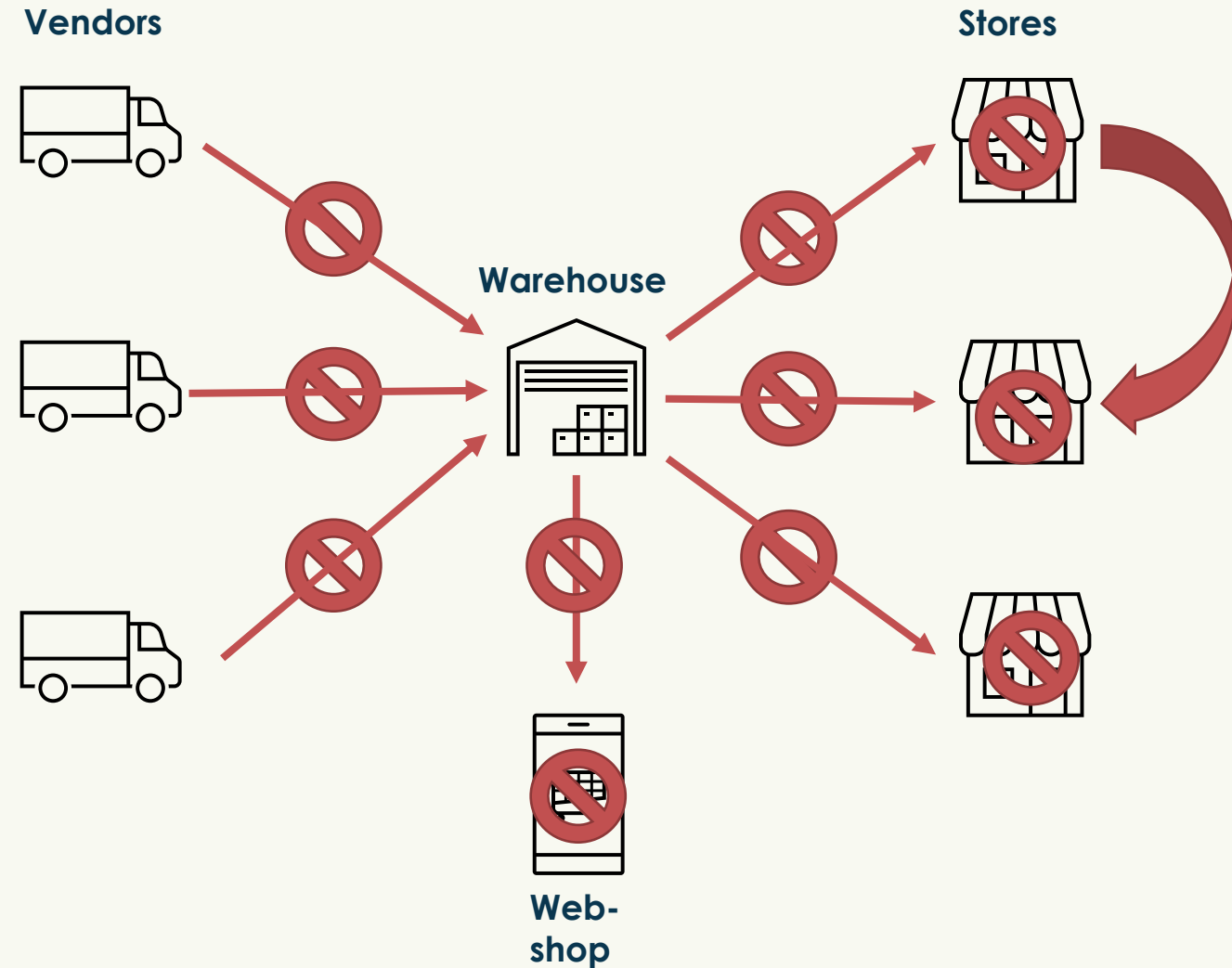


Use Case – Phase out w/o replacement

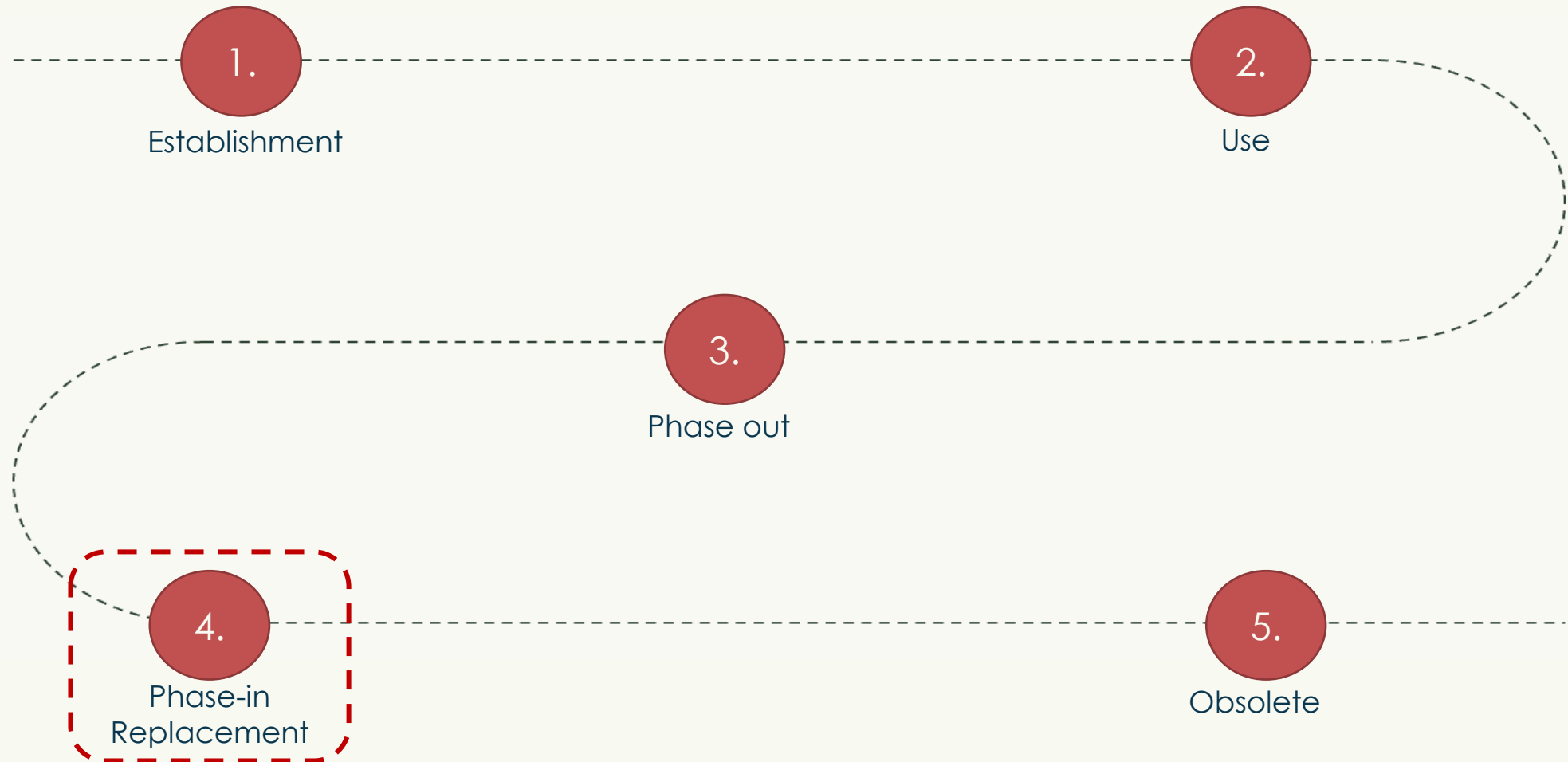
«I want to phase-out an article gradually from different suppliers»



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CATEGORY MANAGER



Product Lifecycle

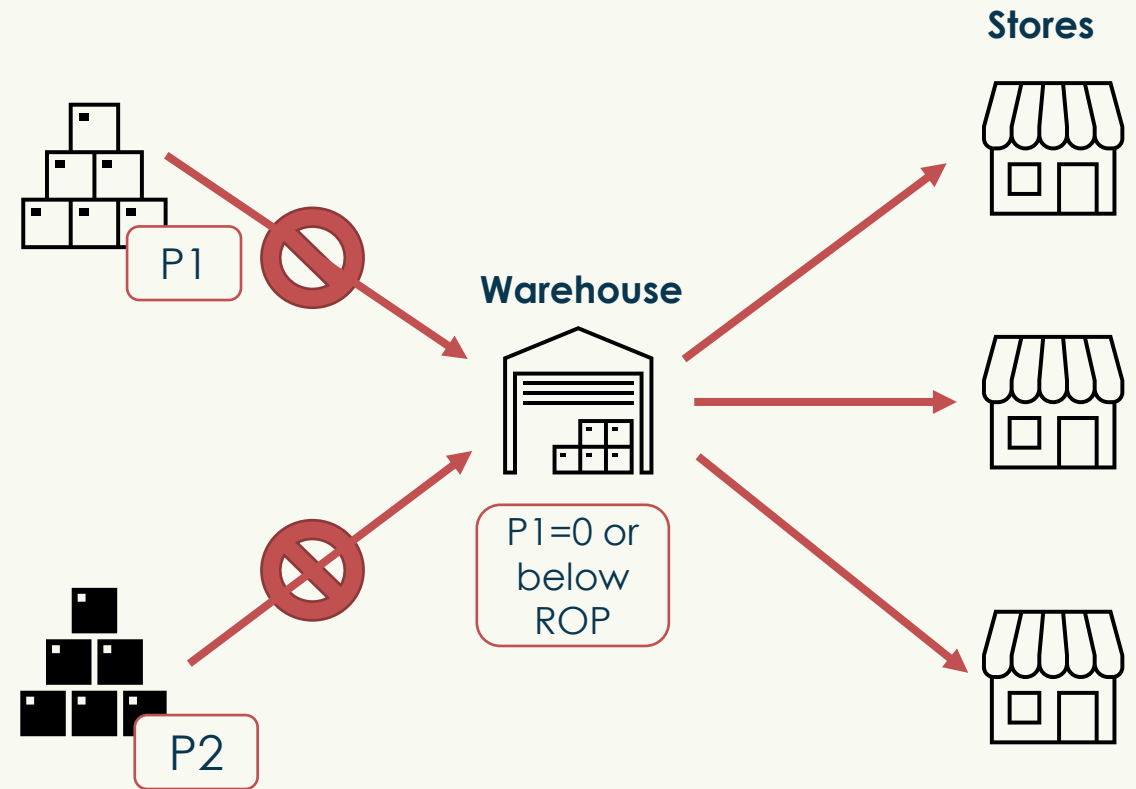


Use case – Phase out w/ replacement

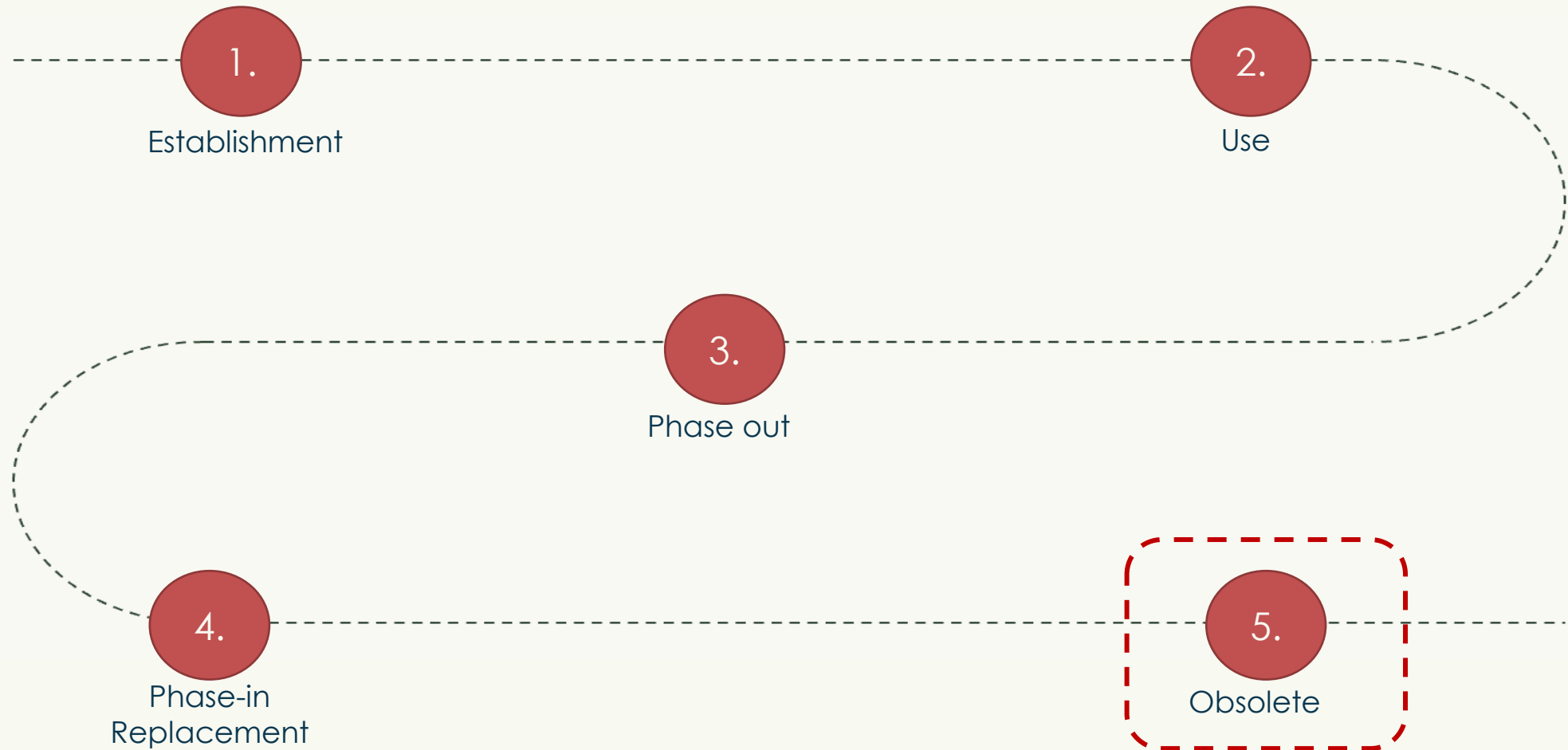
«I want to phase out P1 with an automatic phase-in of P2»



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Product Lifecycle



Use Case – Reopen in case of product returns

«I want products to be automatically reopened for sale in case of a product return»



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CATEGORY MANAGER



CHALLENGES / EXPERIENCES MOTEK

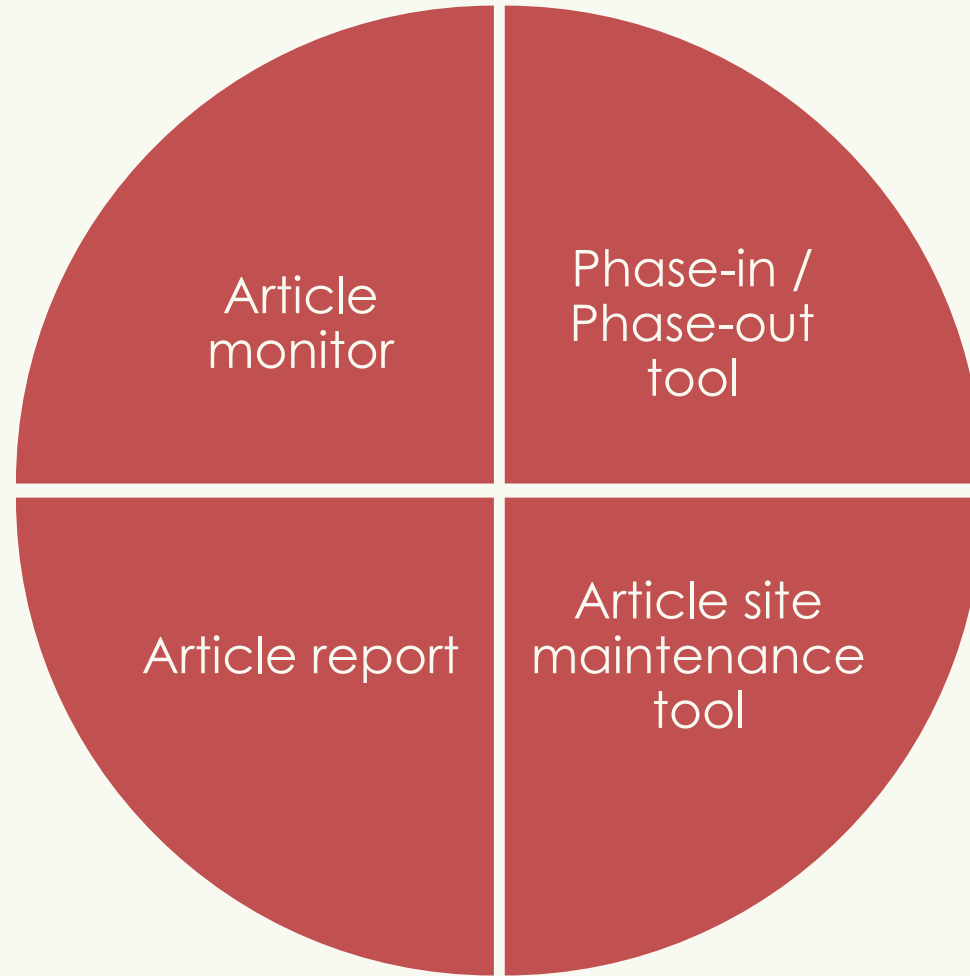
- **Before:**
 - Wrong statuses
 - Orders on discontinued products
 - Manual follow-up of phase-in/phase-out
 - Sold both replacement article and phase-out article at same time
- **Now:**
 - Automated = less time spent on follow-up
 - Activate replacement automatically
 - Daily report on nightly changes
 - 10-20 changes per night
- Challenges with different base UoMs in Supply Chains
- Centralized and clear ownership of master data

Thank you for
you time

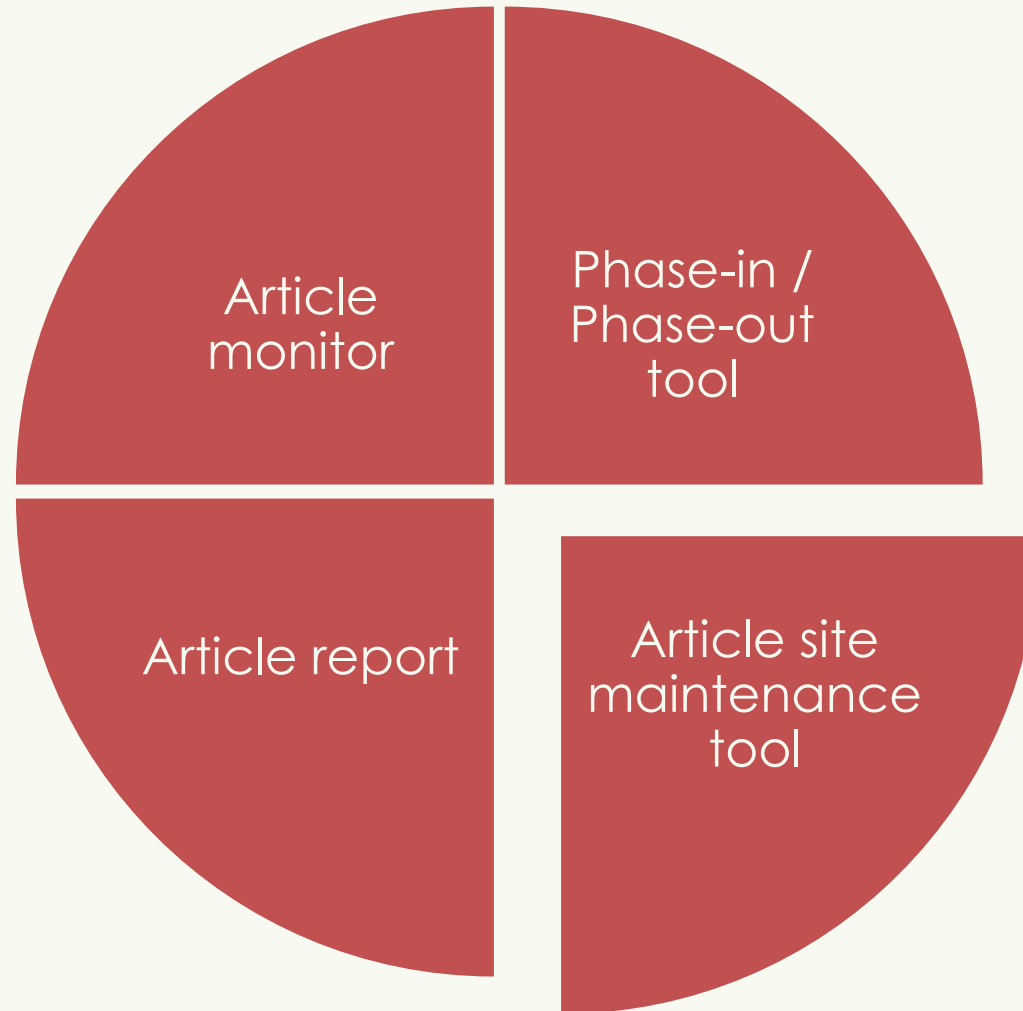
PEARL MASTER DATA SUITE



Master Data Suite@Pearl



Master Data Suite@Pearl



ARTICLE SITE MAINTENANCE TOOL

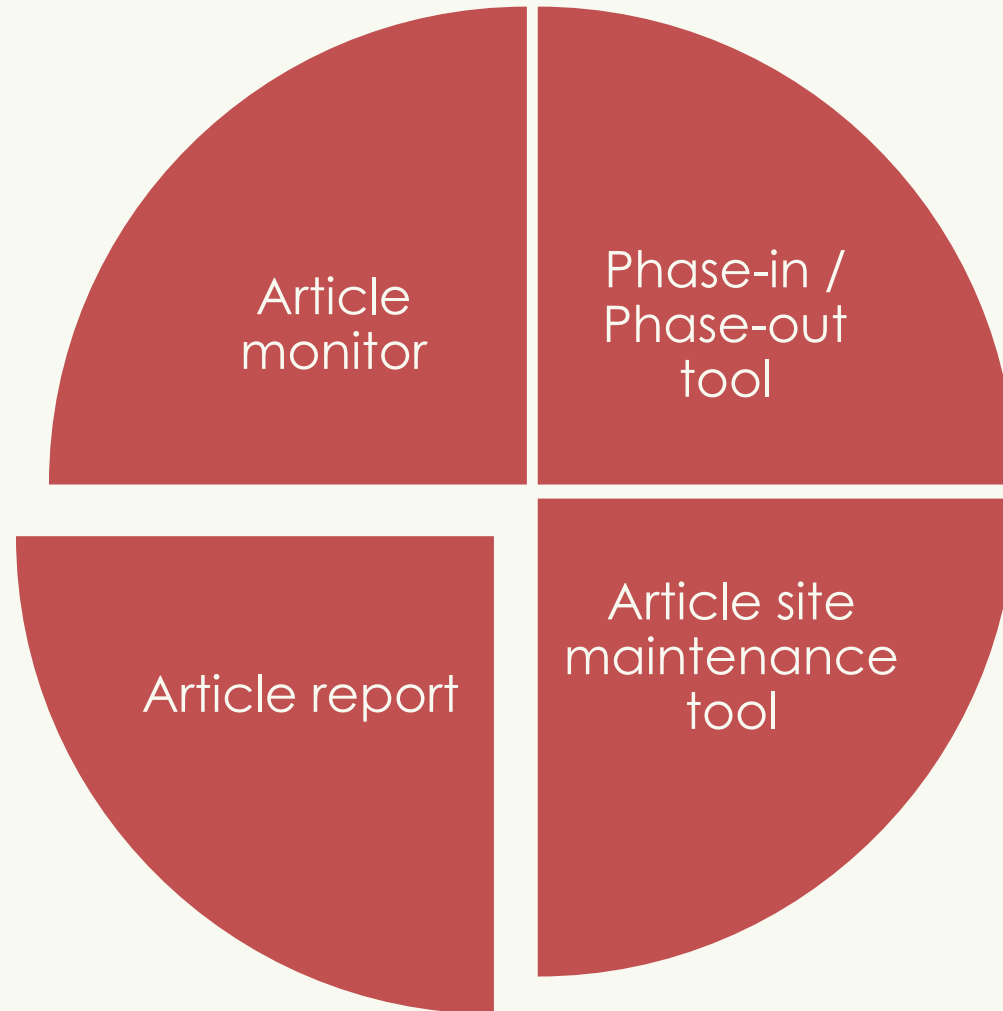
- Flexible selection screen
- Easy overview and mass update of key planning parameters
- File upload also possible

The screenshot shows the SAP Article Site Maintenance Tool interface. The top bar includes the SAP logo and the title 'Article Site Maintenance Tool'. Below the top bar, there are tabs for 'Save as Variant...', 'Get Variant...', and 'More'. The main interface is divided into several sections:

- Source:** Includes radio buttons for 'SAP' (selected) and 'File'.
- Site selection:** Includes a 'Plant' field with a dropdown menu (currently showing '1749') and a 'Site active on' field.
- Article selection:** Includes a 'Proc' field with a dropdown menu (currently showing 'Refresh') and a 'Mass Change of selected products' button.
- Vendor:** Includes a 'Vendor' field with a dropdown menu (currently showing '(0)').
- Report layout:** Includes a 'Report layout' field with a dropdown menu (currently showing 'No layouts found').

The main table displays a list of articles with the following columns: Material, Old material, Matl Group, MTyp, Unit, Product hierarchy, Plant, Typ, LSP, Reorder Point, Maximum Stock Le..., Safety stock, Rounding value, R. Profile, Minimum Lot Size, Maximum Lot Size, Fixed lot size, and MRP. The table is filtered by Plant 5 and shows 50 rows of data. The bottom status bar indicates 'No layouts found'.

Master Data Suite@Pearl

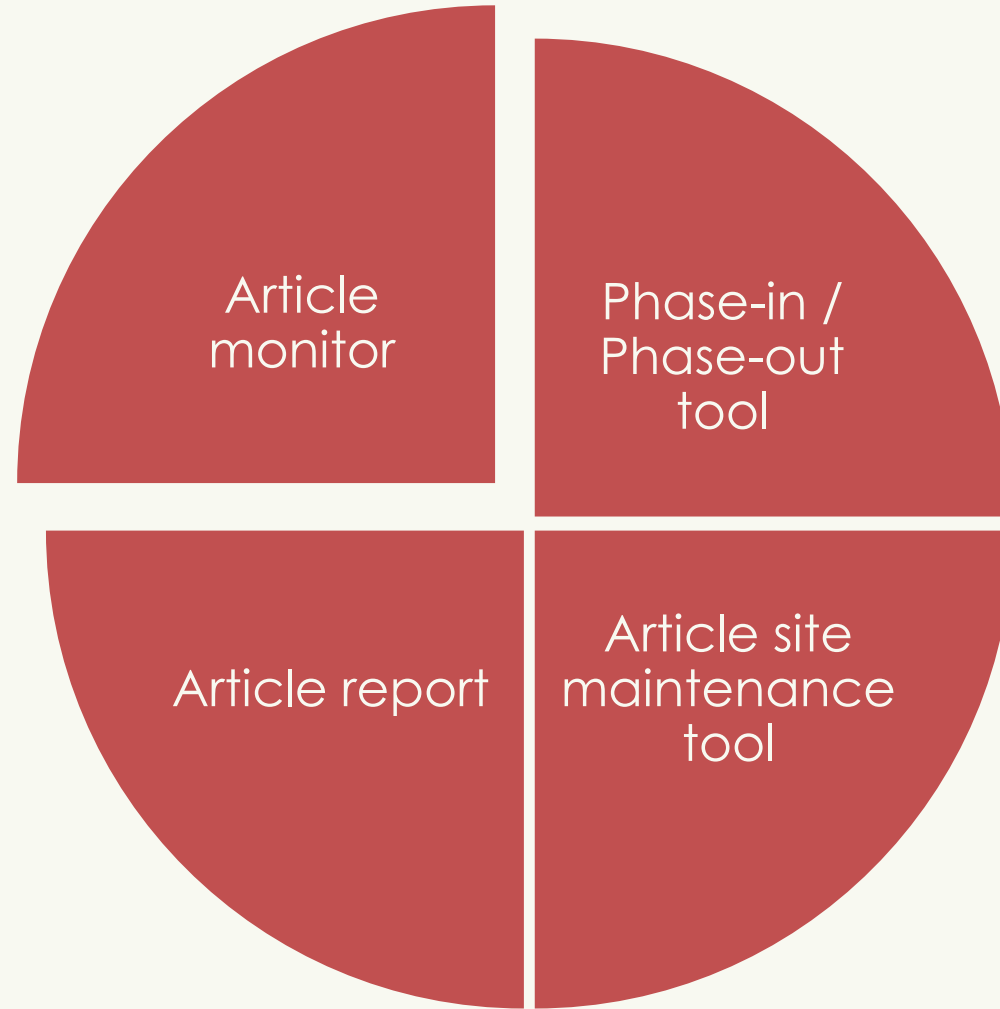


- Flexible selection screen
- Easy overview and flexible selection of values

Material	Matl.no.	Material description	Vendor	Name 1	Plant	Art.NO	Art.SE	BMR	EAN/UPC	MS	MS Valid-from	Net cnts	CUn	CoO	Unit	<=>	OUn	Net	WUn	Matl Group	Material Grp (
1		WL Color Fresh 10/36 75ml				101010	101190		8005610572222	04	13.01.2021	75	ML		PC	0		0,075	KG	020302	At home color
1		WL Color Fresh 10/36 75ml				101010	101190		8005610572222	04	13.01.2021	75	ML		PC	0		0,075	KG	020302	At home color
1		WL Color Fresh 10/36 75ml				101010	101190		8005610572222	04	13.01.2021	75	ML		PC	0		0,075	KG	020302	At home color
1		WL Color Fresh 10/36 75ml	1000002	Hfc Prestige International Nor		101010	101190		8005610572222	04	13.01.2021	75	ML	NO	PC	1	PC	0,075	KG	020302	At home color
1		WL Color Fresh 10/36 75ml	1000002	Hfc Prestige International Nor		101010	101190		8005610572222	04	13.01.2021	75	ML	NO	PC	1	PC	0,075	KG	020302	At home color
1		WL Color Fresh 10/36 75ml	1000002	Hfc Prestige International Nor		101010	101190		8005610572222	04	13.01.2021	75	ML	NO	PC	1	PC	0,075	KG	020302	At home color

Material	Vendor	Plant	Art.NO	Art.SE	BMR	EAN/UPC	MS	MS Valid-from	Comm. price 1	PrUnit	VCl S	Net cnts	CUn	CoO	Unit
1			101010	101190		8005610572222	04	13.01.2021	0,00	0		75	ML		PC
1			101010	101190		8005610572222	04	13.01.2021	0,00	0		75	ML		PC
1			101010	101190		8005610572222	04	13.01.2021	0,00	0		75	ML		PC
1	1000002		101010	101190		8005610572222	04	13.01.2021	0,00	0		75	ML	NO	PC
1	1000002		101010	101190		8005610572222	04	13.01.2021	0,00	0		75	ML	NO	PC
1	1000002		101010	101190		8005610572222	04	13.01.2021	0,00	0		75	ML	NO	PC
1	1000002		101010	101190		8005610572222	04	13.01.2021	0,00	0		75	ML	NO	PC
1	1000002		101010	101190		8005610572222	04	13.01.2021	0,00	0		75	ML	NO	PC
3			101020	101210		4015600186029	04	13.01.2021	0,00	0					PC
3			101020	101210		4015600186029	04	13.01.2021	0,00	0					PC
3			101020	101210		4015600186029	04	13.01.2021	0,00	0					PC
3	1000002		101020	101210		4015600186029	04	13.01.2021	0,00	0				NO	PC
3	1000002		101020	101210		4015600186029	04	13.01.2021	0,00	0				NO	PC
3	1000002		101020	101210		4015600186029	04	13.01.2021	0,00	0				NO	PC
3	1000002		101020	101210		4015600186029	04	13.01.2021	0,00	0				NO	PC
3	1000002		101020	101210		4015600186029	04	13.01.2021	0,00	0				NO	PC
4			101040	102441		8005610572529	04	13.01.2021	0,00	0		75	ML		PC

Master Data Suite@Pearl



ARTICLE MONITOR

- Flexible input format (i.e. no template needed)
- One-off updates of master data, listing, PIR, Price conditions
- Regular updates of vendor stock and purchase price through interface

<

SAP

Article Monitor

Save as Variant... Get Variant... Download Upload More ▾

Mode

Monitor: ☒

Interface (IDOC): ☐

Update:

Auto Run: ☐

Article Monitor Status:

Organization

Vendor:

Regular Supplier: ☐

Sales Organization:

* Purchase Organization:

* Assortment:

Source File

File Name:

Logical File Path:

* Delimiter:

Time:

Field Positions

Other Fields

Code Page:

Hyphen: ☐

Prefix:

Top Row: ☐

Start Row:

Master Data Suite@Pearl



PHASE-IN / PHASE-OUT-TOOL

- Automated handling of phase-out and/or phase-in
- Downpricing of phase-out articles
- Automated handling of seasonal products (in-season/off-season)



OPTIONAL SUBHEADLINE

Thank you for you time

Headline

Address

Headline

Phone number

Headline

E-mail