OSCo
efficient SAP Solutions
for Production Industries

Geometrical Similarity Search of CADENAS in the Quotation Costing in SAP®
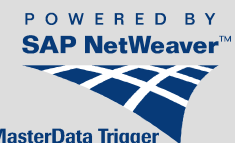
OSCo Olbricht, Seehaus & Co. Consulting GmbH

Tattersallstr. 15 – 17 | D-68165 Mannheim | Germany

www.osco.de

Founding Year: 1996

Managing Directors: Wolfgang Seehaus

SAP Partner

POWERED BY
SAP NetWeaver™

OSCo MasterData Trigger

All OSCo Business Processes are certified according to DIN EN ISO 9001:2008

Presentation OSCo / Company & Procedure

- Philosophy of the OSCo Quotation Costing / Master Data Generation

- Presentation of 3 scenarios
  - Costing with Assembly (based on pieces)
  - Costing with Virtual Components
  - Costing with Master Data Generation

- Integration of CADENAS and ATLAS 9000 into the OSCo Quotation Costing
  - Construction BOMs with ATLAS 9000
  - Supplier Catalogues with CADENAS

- Free Discussion

# About OSCo Olbricht, Seehaus & Co. Consulting GmbH

- OSCo is a consulting company and a software provider for SAP solutions, specializing in the **production industry**

- OSCo is SAP Service Partner and was founded in 1996 by former employees of SAP

- Customer oriented development of enhanced SAP functionality and of **sets of rules** for manufacturers of products with variants – resulting in the development of the OSCo Metal Solution

- Our range of competences includes:

  - **Efficient SAP implementations** with prepared templates in Early Prototype Systems

  - **Self-developed add-ons integrated in SAP** for the optimisation of your SAP business processes

  - **Qualified SAP Consulting** and comprehensive support services

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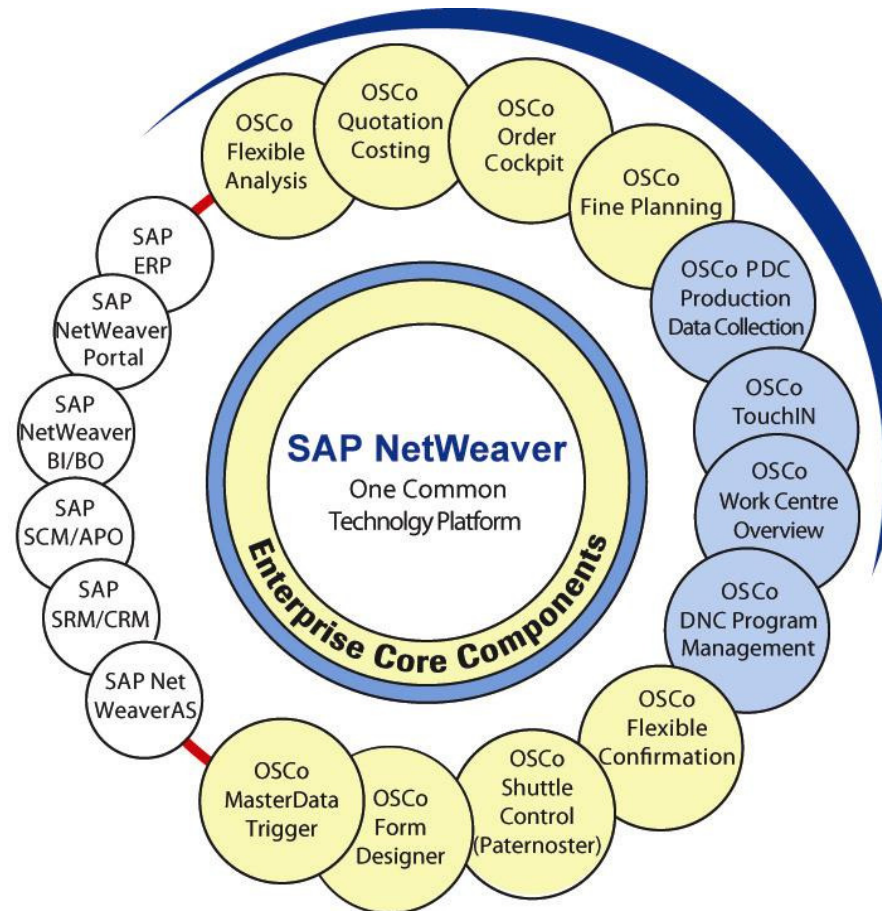
Industry-comprehensive OSCo solutions based on
SAP NetWeaver for the production and process industry

OSCo Modules and Complete Solutions

- **Completely integrated in SAP, support of SAP methods**

- In the focus stands: **high efficiency**

- **Mutually complementing modules**

- **Add-on** development (no modifications required)

- Without redundant data management and interfaces

- Adaptable by customizing, without program changes

- Reserved namespace from SAP (the OSCo namespace)

- Use in SAP ERP and / or decentralised in SAP NetWeaver

Reference Projects

- Replacement of insular solutions for preliminary costings (data inconsistencies, coordination problems)

- Target: preferably realistic costing in the quotation phase for the later product / final costing

- Advantages:
  - Data integration without system discontinuities
  - Data consistency (master data: material master, BOMs, and routings)
  - Little maintenance effort
  - Consideration of setup times and external activities during the costing

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Customer is about to Place an Order ...
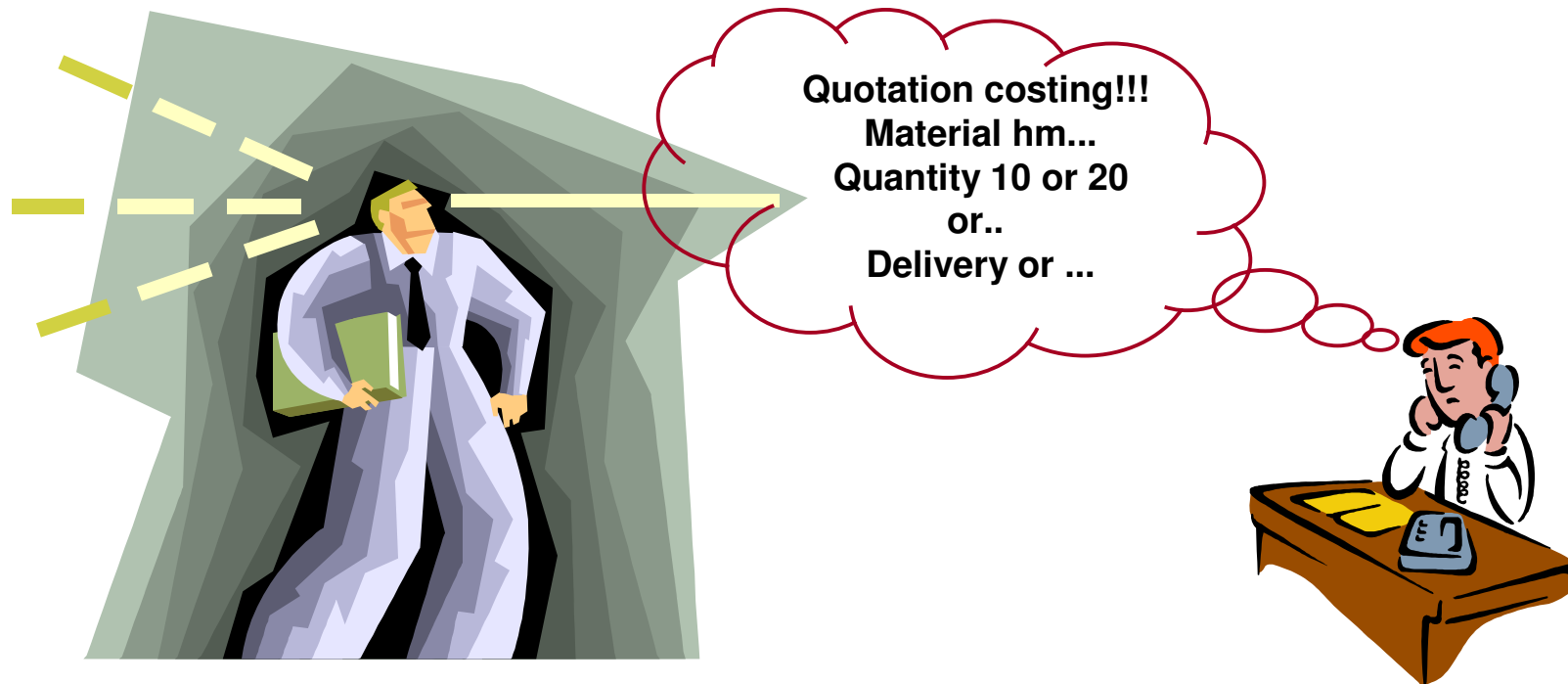
Am I faster than my competitors?

Is the quotation generation efficient and transparent?

Is it traceable later what the costing is based upon?

Quotation Costing

A quotation submits a binding promise to the interested party for a certain period regarding a service or a product with a price.

For the party tendering, a precise internal costing is a central point which considers all influencing values.

Price determination

→ decides on gain or loss

The difference between price and costs determines the

→ potential gain and also the
    negotiating range.

Satisfaction interested party / customer

→→ Will it become customer resp. remain customer?

Quotation Costing

Quotation phase

(Customer) Specifications

Costing of the Production Costs (creation base object costing)

OSCo Structure Quotation
- Materials
- Operations
- Assembly
  - Materials
  - Operations

(SAP)Inquiry
pricing, print

(SAP)Quotation
pricing, print, availabilities

➢Configuration of reference material
➢Price formation with scale prices
➢Use of sales conditions
➢Costing simulations
➢Quotation alternatives

Order processing

SAP SD Order

pricing, scheduling, confirmation, requirement transfer

OSCo Structure Quotation

- Materials
- Operations
- Assembly
  - Materials
  - Operations

MTO manufacturing as configurable base object handling

Master data creation for repetitive manufacturing with OSCo MasterDataTrigger

Fine planning
- OSCo MRP Cockpit
- OSCo Interactive Planning Tool (IPT)
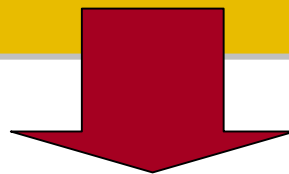
Content of the Costing

Material costs of all product levels

Work performance

Provided external activities

Overhead costs

Further surcharges

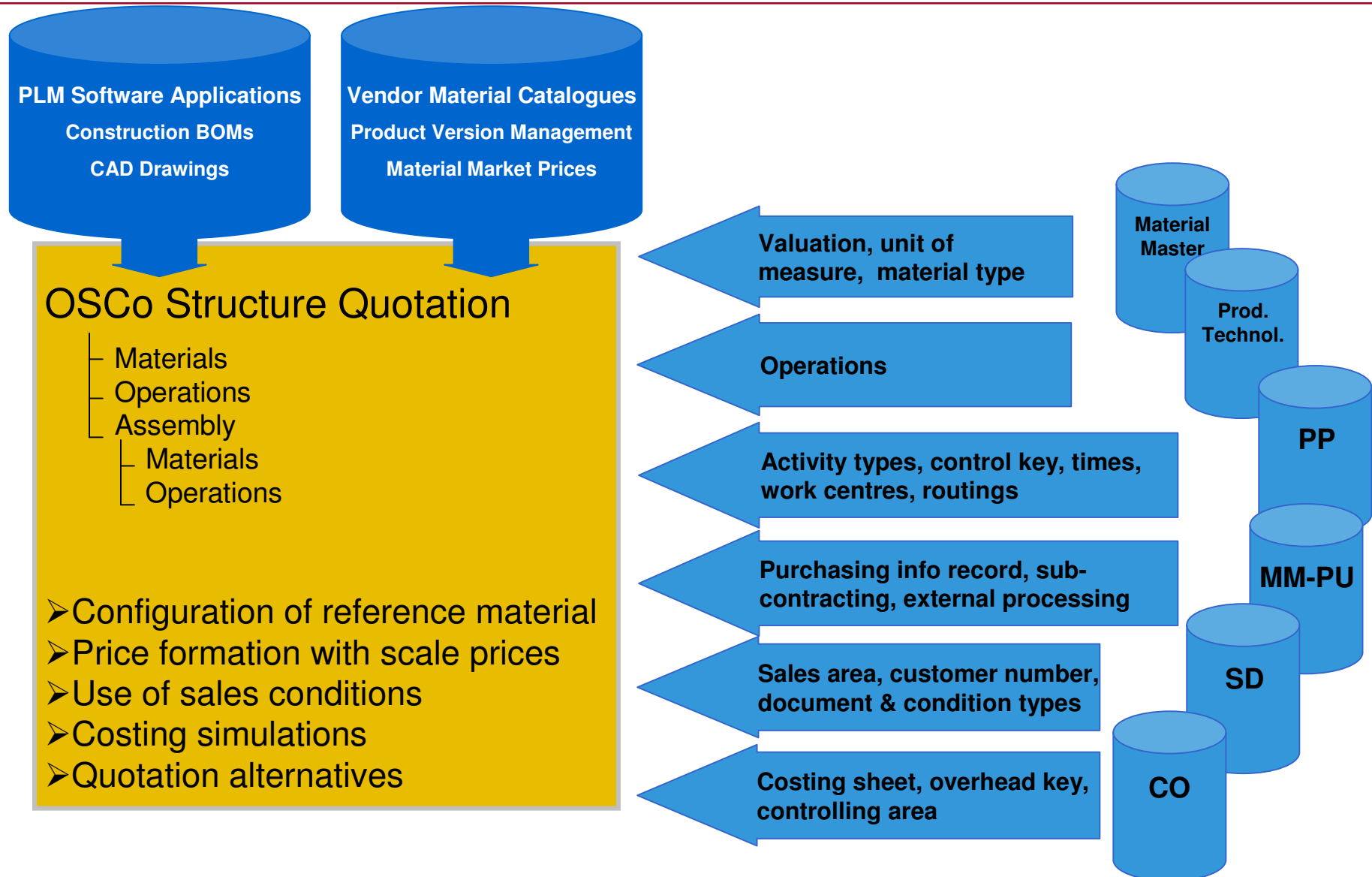| fast	exact	flexible to generate	significant

Additional Functionalities to the SAP Standard Cost Estimate

- Material needn't be created

- Input of additional data
  (materials, operations, subcontracting
  which can manage subcontracting provisions)

- Additional prices for the quotation

- Additional search helps

- Clearly arranged user interface

- Further functionalities executable

  → Creation of a quotation

  → Creation of a structure (BOM, routing, material)

PLM Software Applications

Construction BOMs

CAD Drawings

Vendor Material Catalogues

Product Version Management

Material Market Prices

OSCo Structure Quotation

- Materials
- Operations
- Assembly
    - Materials
    - Operations

➢Configuration of reference material
➢Price formation with scale prices
➢Use of sales conditions
➢Costing simulations
➢Quotation alternatives

Valuation, unit of measure, material type

Operations

Activity types, control key, times, work centres, routings

Purchasing info record, sub-contracting, external processing

Sales area, customer number, document & condition types

Costing sheet, overhead key, controlling area

Material Master

Prod. Technol.

PP

MM-PU

SD

CO
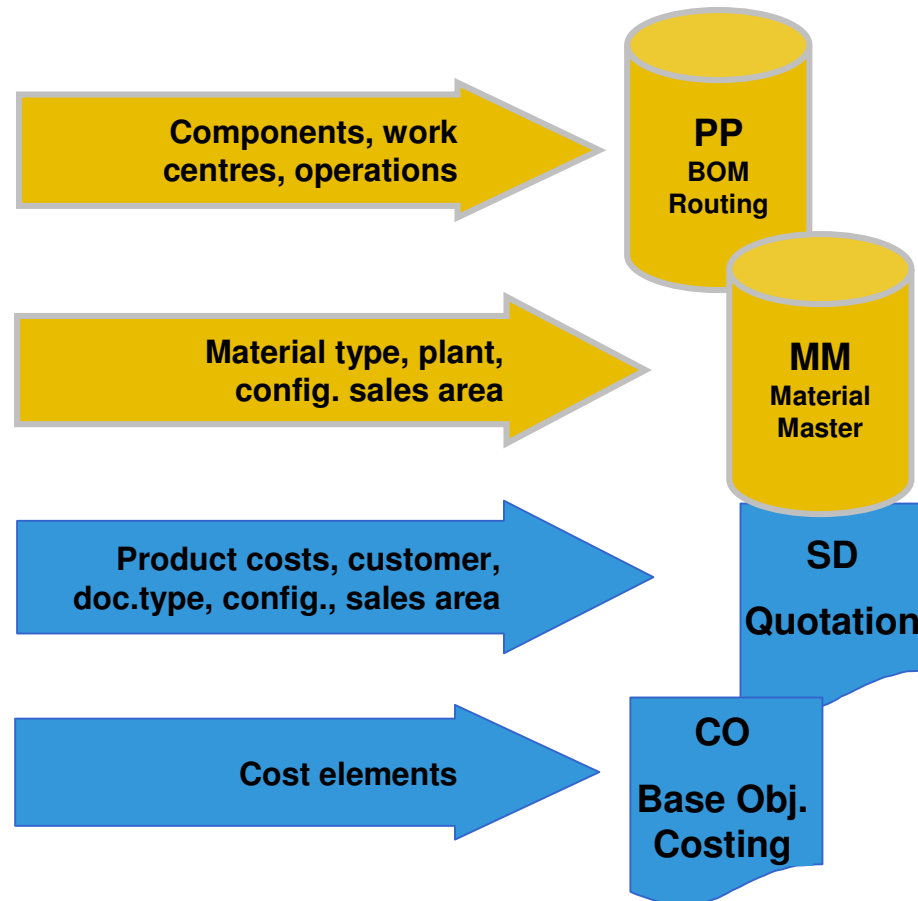
OSCo MasterData Trigger

OSCo MasterData Trigger

Single-level	Multi-level According to company rules	Derived from calculations
Article master	Set of rules	SAP pricing procedures
Configuration		Interface to nesting systems
Bills of material		Integration of document systems
Task lists		
Inspection plans		
Miscellaneous…..		

Generation of Master Data
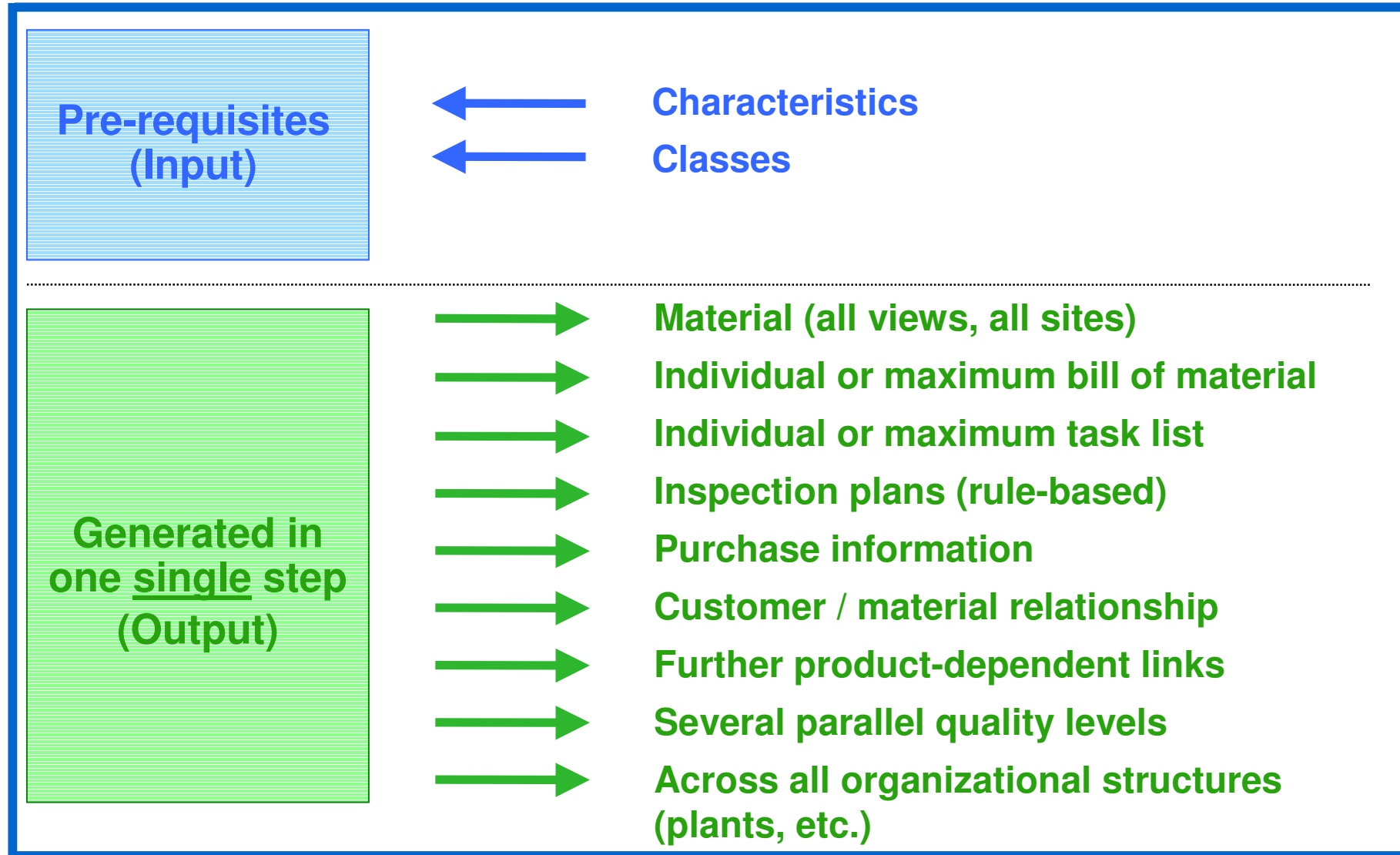
Pre-requisites (Input)

← **Characteristics**

← **Classes**

Generated in one single step (Output)

→ **Material (all views, all sites)**

→ **Individual or maximum bill of material**

→ **Individual or maximum task list**

→ **Inspection plans (rule-based)**

→ **Purchase information**

→ **Customer / material relationship**

→ **Further product-dependent links**

→ **Several parallel quality levels**

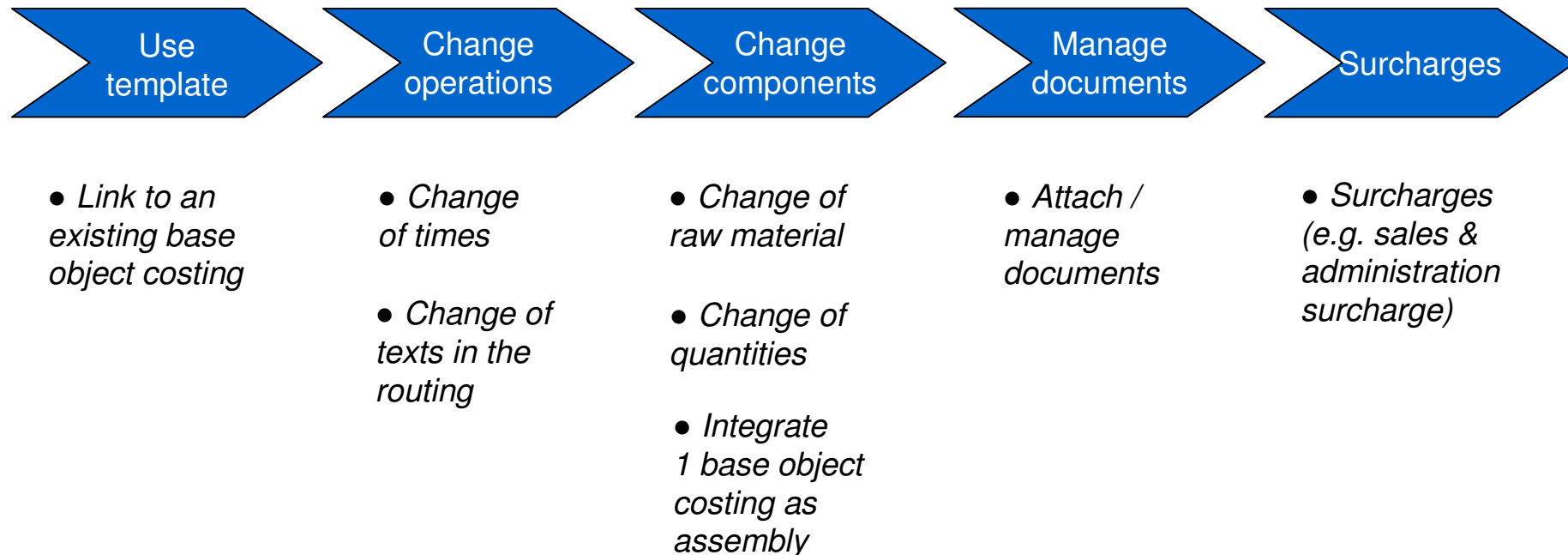→ **Across all organizational structures (plants, etc.)**

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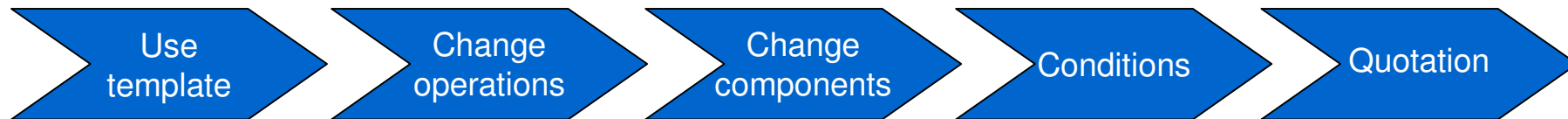
- Free Discussion

Create with template to an existing costing

Use template	Change operations	Change components	Manage documents	Surcharges

- *Link to an existing base object costing*

- *Change of times*

- *Change of texts in the routing*

- *Change of raw material*

- *Change of quantities*

- *Integrate 1 base object costing as assembly*

- *Attach / manage documents*

- *Surcharges (e.g. sales & administration surcharge)*

Costing Example 2
Virtual Costing Structure (m^2)

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Create with reference to a standard routing

Use template	Change operations	Change components	Conditions	Quotation

- Link to an existing reference operation set

- Integration of subcontracting
- Integrate, attach, and delete

- Integration of a base object costing for a virtual raw material
- Manual price for raw materials

- Explain YA01 conditions in the SD pricing procedure

- Creation of a quotation

Create with reference to an existing material

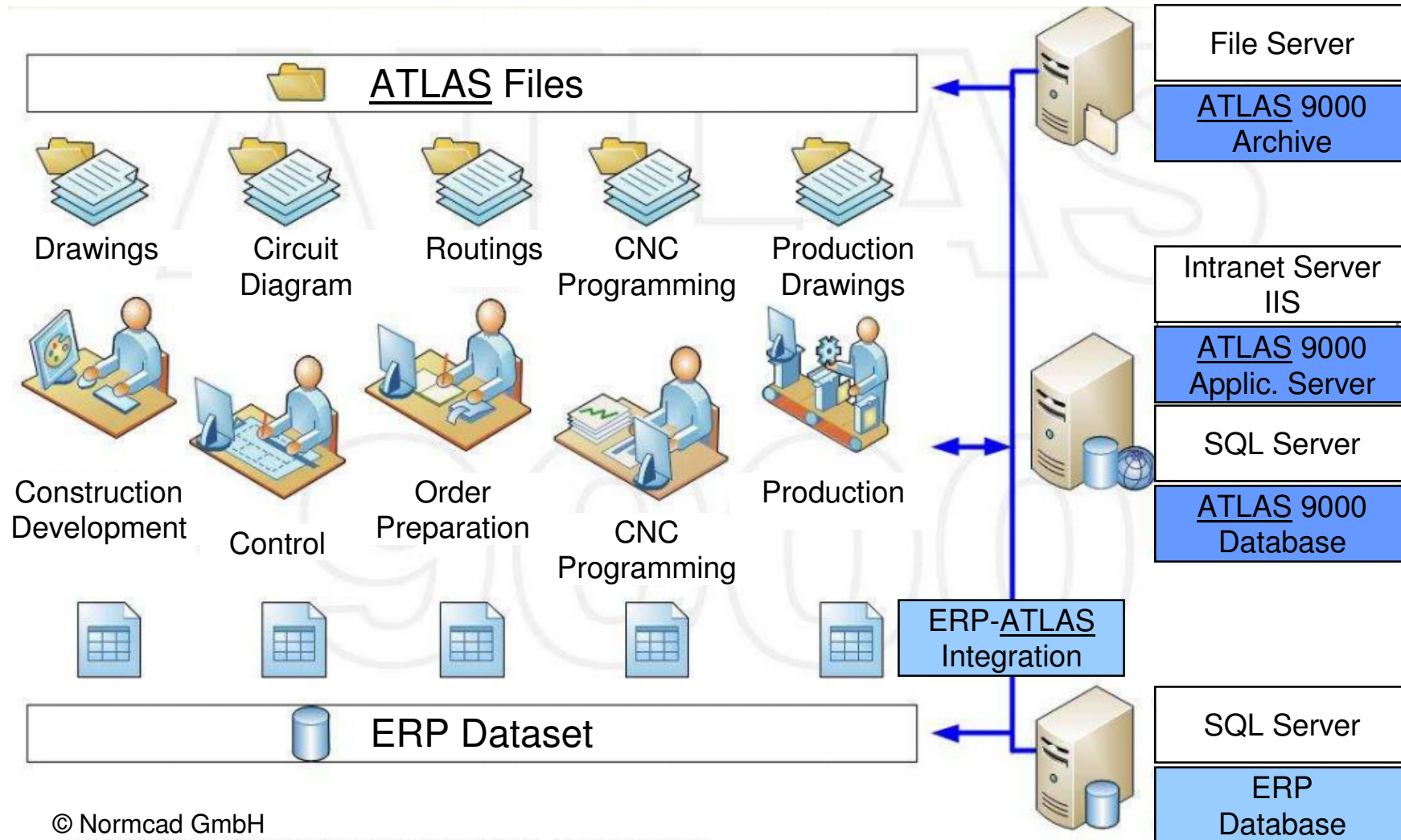| Adapt costing	Change operations	Maintain versions	Create quotation	Create master data	Order
• Link to an existing material • Change of 1 raw material • Change of quantities • Change of times	• Change of sales texts	• Create versions for scale quantities	• Create quotation for scale quantities	• Create material structure	• Create order with reference to the quotation

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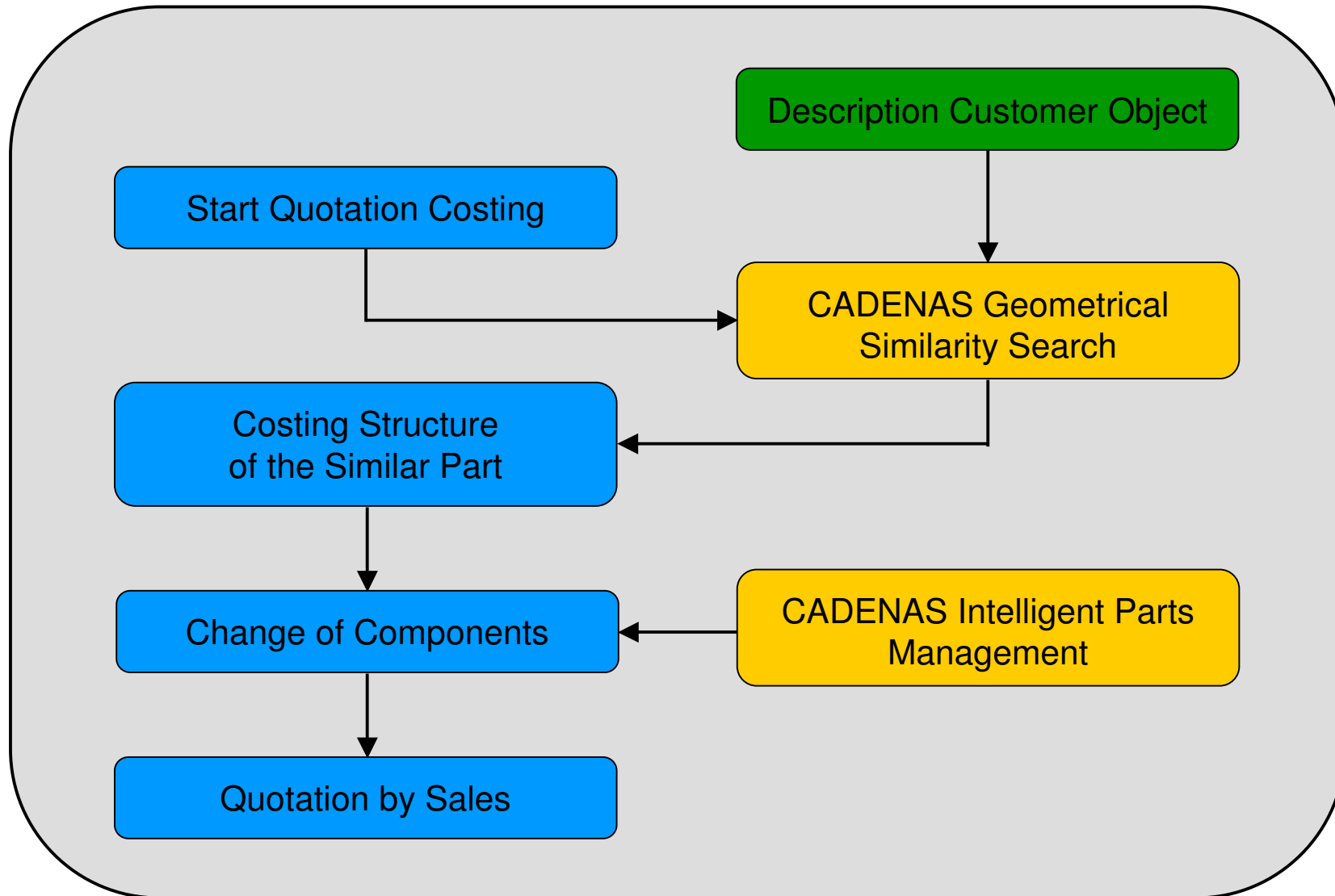 - Supplier Catalogues with CADENAS

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ATLAS 9000

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ATLAS Files

Drawings	Circuit Diagram	Routings	CNC Programming	Production Drawings
Construction Development	Control	Order Preparation	CNC Programming	Production

ERP Dataset

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File Server
ATLAS 9000 Archive

Intranet Server IIS
ATLAS 9000 Applic. Server
SQL Server
ATLAS 9000 Database

ERP-ATLAS Integration

SQL Server
ERP Database

- Fast finding of parts by integration of Intelligent Parts Management Systems and Electronic Product Catalogues

- Geometrical Similarity Search of CAD parts, thus finding of alternatives and avoiding of duplicates

- Consolidation of suppliers and parts

➡ <u>Cost reduction already at the beginning of the construction process</u>

Example of Costing Structure (Pieces)

Creation with reference to a construction BOM from <u>ATLAS</u> 9000 and connection to CADENAS material catalogue

Use BOM template	Change operations	Change cost elements	Use material catalogues	Conditions & Quotation
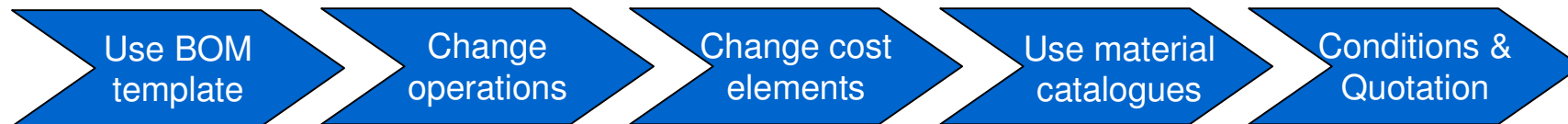
- *Link to an existing material from <u>ATLAS</u> 9000*

- *Integration of a Reference Operation Set*
- *Integration of a Work Centre*

- *Base object costing for a virtual raw material / semi-product*
- *Manual price for a virtual raw material and quantity*

- *Link to a material catalogue from CADENAS*
- *Search criteria of materials*
- *Takeover of the selected material into the quotation costing under process*

- *Explain YA00 conditions in the SD pricing procedure*
- *Create quotation*

Integration of <u>Atlas</u> 9000

ATLAS 9000

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Menu from   <u>ATLAS</u> 9000   - **Reference Numbers for Y4 99300000070 01 000 00**

> Y4 99300000070 01 000 00

	Sachnummer	Vers.	Benennung
☐	Y4 99300000070 01 001 00	00	Grundpalte
☐	Y4 99300000070 01 002 00	00	T-Stück
☐	Y4 99300000070 01 003 00	00	Distanzplate
☐	Y4 99300000070 01 004 00	00	Pratze
☐	Y4 99300000070 01 005 00	00	Hebel
☐	Y4 99300000070 01 006 00	00	Lasche
☐	Y4 99300000070 01 007 00	00	Sicherungsring
☐	Y4 99300000070 01 008 00	00	Werkstuck
☐	Y4 99300000070 01 009 00	00	Auflagebolzen
☐	Y4 99300000070 01 010 00	00	Aufnahmebolzen
☐	Y4 99300000070 01 011 00	00	Scheibe
☐	Y4 99300000070 01 012 00	00	Druckschraube
☐	Y4 99300000070 01 013 00	00	Gewindebolzen
☐	Y4 99300000070 01 014 00	00	Zyliderstift
☐	Y4 99300000070 01 015 00	00	Bundbolzen
☐	Y4 99300000070 01 016 00	00	Durckscheibe
☐	Y4 99300000070 01 017 00	00	Bolzen
☐	Y4 99300000070 01 018 00	00	Druckbolzen
☐	Y4 99300000070 01 021 00	00	Betatigungshebel
☐	Y4 99300000070 01 022 00	00	Spannehebel
☐	Y4 99300000070 01 023 00	00	Sprengring
☐	Y4 99300000070 01 026 00	00	Test Teil von Laptop

Sachnummern-Verw.
- Y4 99300000070 01
  - Digitales Archiv
  - Process-Mappe
  - Y4 99300000070
  - Y4 99300000070
  - Y4 99300000070
  - Y4 99300000070
- Y4 99300000070 01
- Y4 99300000070 01
- Y4 99300000070 01
- Y4 99300000070 01
- Y4 99300000070 01
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- Y4 99300000070 01

☐ SML   Update!

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|<   <   >   >| # Records / Seite ▾   Edit   Lösch   Neu   Filter   Kein Filter ▾ ☐

The <u>ATLAS</u> 9000 PLM Manager manages and automates all PLM relevant processes.

📁 Directory Import
📁 Document Management
📁 Object Parameter Bar
📁 Reference Number Management
📁 Structure Tree / BOMs
📁 ERP Integration
📁 Change Management
📁 Authorisation Management/Tresory
📁 Viewing
📁 Neutral Formats
📁 Long-time Archive
📁 Output Management

- Submission of quotes without having to define complete data structures before and without Excel / Access tables

- The quotation costing calculates „automatically"(sets of rules). Only the particularities of requests must be input in prepared screens.

- After placing of orders the master data (also multi-step), routings, and BOMs are generated automatically

- Integration of SAP functionalities (CO, SD, MM, and PP) by direct call

- Costing versions for scale price costings and for representation of different production alternatives

- Takeover of the quotation in a later SD order by maintaining the conditions and the link to the unit costing

- Manual maintenance of master data can be omitted

- Support for creation (e.g. takeover of reference operation sets or routings)

- Transparency and reliability of product cost data

- Navigation across all production levels of the costing structure (production levels without master data structure)

- Scale quantities in versions

- Costing proportions and conditions in one overview

- Takeover of data from nesting systems

- Traceability of changes (costings/quotations)

- The OSCo Quotation Costing is available immediately,
  - usable from SAP release 4.7,
  - and upward compatible to SAP ECC 5.0 and ECC 6.0

- The delivery is done by a transport request, which can be imported easily with SAP tools

- Test deliveries can be arranged

- All objects are developed in a namespace reserved at SAP

- The systematics via the SAP configuration is not compulsory

- A later multi-step generation of master data requires the OSCo MasterData Trigger (own price list component)

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Thank you

*We welcome your queries and look forward
to providing you with further information.*

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