eCollaboration
Seamless Purchase to Pay Process

SupplyOn Executive Summit
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Schindler Management Ltd.
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Seamless Purchase to Pay Process

Agenda

Welcome & Introduction

a) going in position
   – Vision and Scope

b) building blocks
   – Solution landscape
   – Implementation strategy

c) Status
   – Global roll-out
   – Nearly there
Our product is mobility

Hotels | Office Buildings | Hospitals | Airports

Factories | Ships | Residential Buildings | Shopping Centers
We move 900 million people every day
Leadership through service
Schindler Group
Global presence

45'000 employees – more than 140 countries – more than 1000 branches
Supply Chain Europe (Elevators)
Simplified Business Process Overview

Order to DOC*

Sales Office

Order to Schindler

Customer

Consolidation Hub
(operated by Carrier)

Delivery to Site

Order to Supplier

Suppliers

Transport Order to Carrier

Delivery to Hub

Factory

Delivery to Factory

*DOC = Direct Order Center
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Schindler is integrating external suppliers tighter into its supply chain by further streamlining the Purchase-to-Pay processes.

Building block for this integration is the set-up of a common exchange infrastructure facilitating the exchange of electronic messages from Purchase Order to Invoice with suppliers and carriers.

The operations of the **electronic Purchase to Pay** solution enable Schindler to reduce the operative effort, to shrink the cycle time and to improve the data quality.
**ePtP* Concept**

how Schindler connects to the external supply base

*ePtP = electronic Purchase to Pay*
eCollaboration with Carriers

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Schindler ePtP Project
Building Blocks

- ePtP basic
  PO, PO-conf, Invoice

- ePtP trsp management
carrier integration

- ePtP logistic
  FPA, ASN

- ePtP QES
digitally signed paperless eInvoice
Schindler ePtP Project

Vision
Market Place integration
Current Landscape

Buy-side company

Purchase Order

Transport Order

Sell-side company

Order Confirmation

Dispatch Advice

Invoice

Transport company

T-Order Confirmation

Delivery Status

Invoice

PO

WebEDI Labels

FPA

ASN

IFTSTA

POD

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ePtP Project
Implementation Strategy

From basic foundation to local enhancements

- Target was to establish the ePtP basic setup in a short time frame in defined Schindler business units
- Each business unit selected a reduced number of pilot suppliers to start with electronic message exchange
- Process training for Schindler’s WebEDI workflow to suppliers was given by the local organization
- In order to reach 80% of the purchase order transaction volume the ePtP basic functionality needed to be enhanced
Drawbacks

• B2B supplier integration is difficult to plan (B2B = black box for Schindler) and needs more time than the WebEDI solution; the communication connection was already a first hurdle to pass!

3 parties: Schindler ↔ SupplyOn ↔ Supplier

• Although the EU law accepts the paperless digital signed invoice country specific tax regulations are to be respected and may delay the activation considerably

• transport management increased the complexity for ALL involved parties; more time demanding and more dependency on each other than expected

4 parties:
Schindler ↔ SupplyOn ↔ Supplier ↔ Carrier
ePtP Project

Nearly There - Summary

Achievements

• Each building block is operational
• Some business units are already over the target of 80% of purchase order transactions
• Platform and IT infrastructure is stable, robust and ready to on-board more suppliers

With ePtP Schindler enabled full electronic message transfer from order to delivery with all involved parties.
Thank you for your attention