



# The Wienerberger Group at a Glance

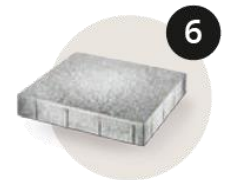
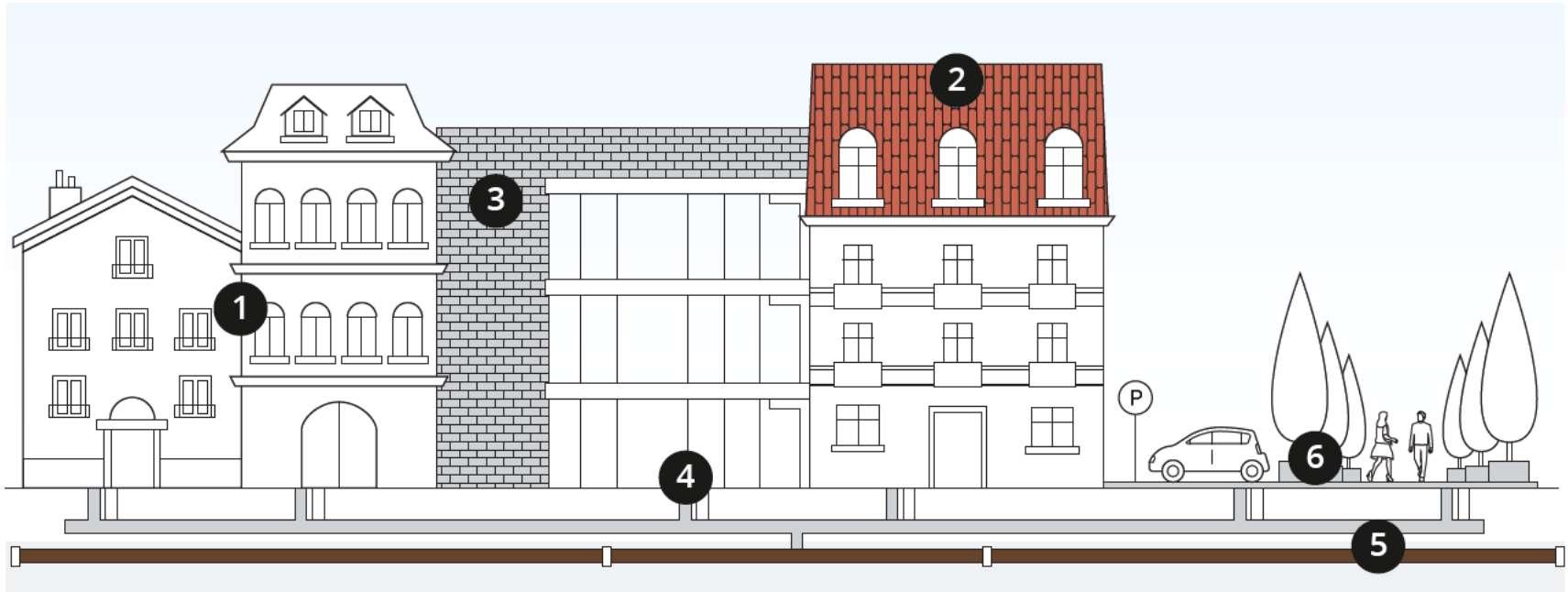
Wienerberger AG

03-2019

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# Building Material and Infrastructure Solutions for modern Living

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**Wienerberger**

**STEINZEUG**  
**KERAMO** 

**Semmelrock**  
stein+design®

**PIPELIFE** 

  
**General Shale**

# Innovative and Sustainable Building Material and Infrastructure Solutions

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## Wienerberger Building Solutions

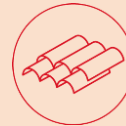
### Wall Solutions

High-tech clay blocks for comfortable and healthy indoor climate



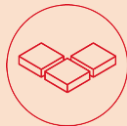
### Roof Solutions

Design element and protection in many different shapes and colors



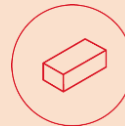
### Pavers

High resistance and lasting aesthetic for public areas, private homes and gardens



### Façade Solutions

Innovative range of products for modern architecture and multi-storey buildings



## Wienerberger Piping Solutions

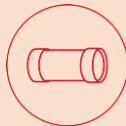
### Ceramic Pipes

System solutions for modern municipal waste water disposal



### Plastic Pipes

System solutions from building installations and wastewater disposal to speciality products





# Success Story of our Group: A city per year is built with our building material solutions

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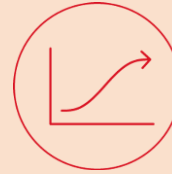
# Wienerberger in a nutshell

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**16,596** employees



Record revenues of  
**€ 3.3** billion



**195** production sites  
in **30** countries



EBITDA of **€ 442,6**  
million



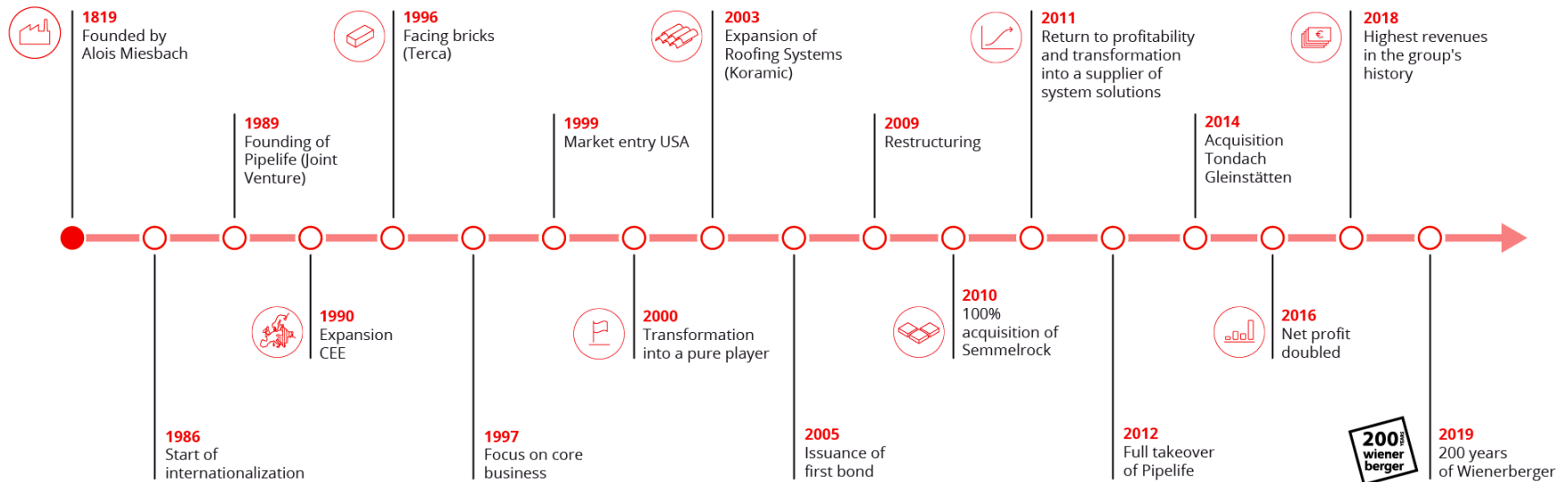
**6** groups of building  
material solutions



**100%** free float  
company

# Development of the Wienerberger Group

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# Our Strategy to Success

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We generate organic growth by focusing on innovation, market proximity, digitalization and industrial potential.

We continually achieve **cost reductions** through programs aimed at optimizing **production processes**, structures and networking along the value chain.

On the basis of structured analyses we (des)invest for serving our strategic objectives, entering into new product segments and deepening our market penetration in existing fields of business.



## **FAST FORWARD:** IS STRUCTURED ALONG 5 WORKSTREAMS

**1** Manufacturing Excellence

**2** Commercial Excellence

**3** Procurement

**4** Supply Chain Management

**5** General Administration





## Key Topics in General Administration

- » P2P process optimization and digitalization



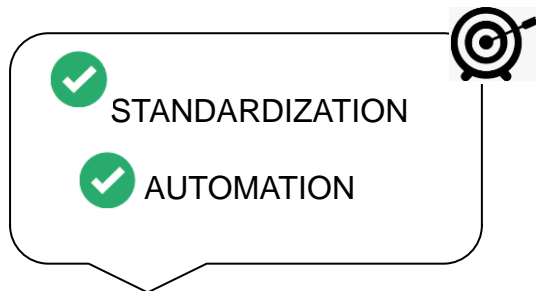
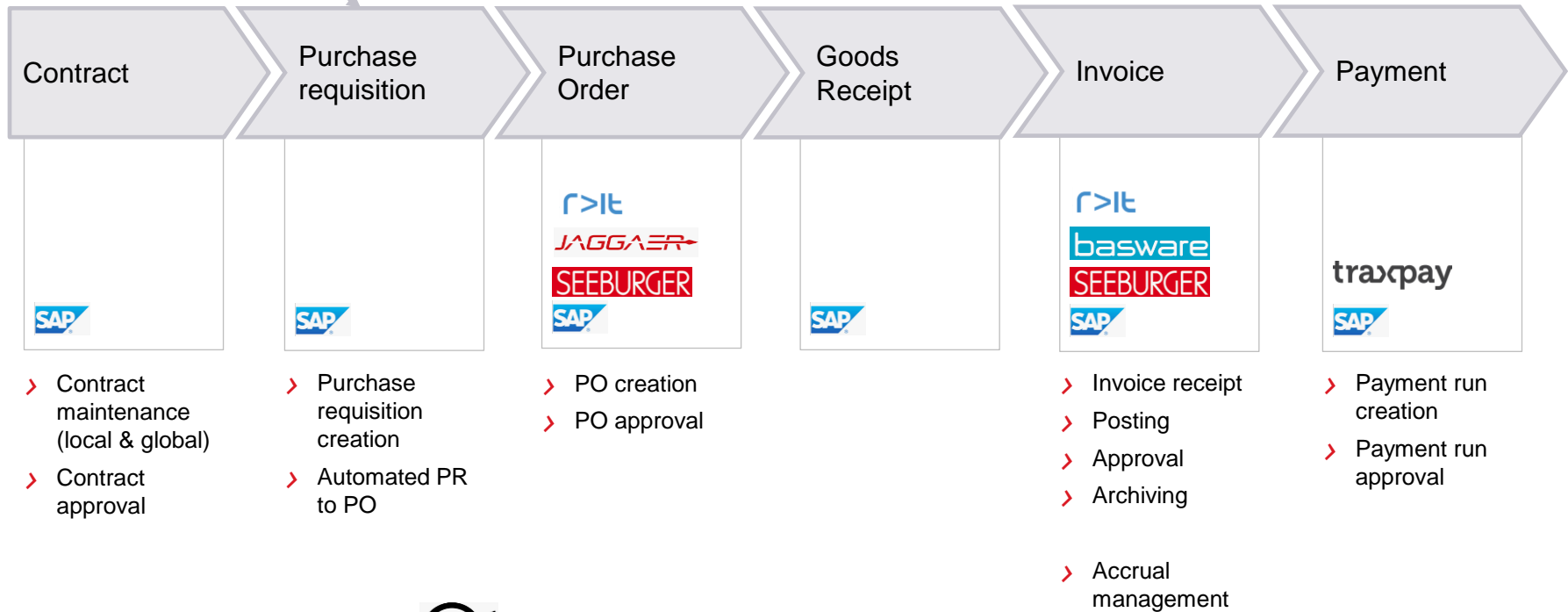
**P2P Solution @ Wienerberger AG**

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# Core P2P Process

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*requirements planning*





# E-procurement platform

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## AGREED PRICES

Internal & external catalogues or integration of e-shops on platform.



## EASY TO USE

User selects products on the platform. Purchase Orders are automatically created in SAP.



## SAP INTEGRATION

Purchase Order follows the standard approval process in SAP.



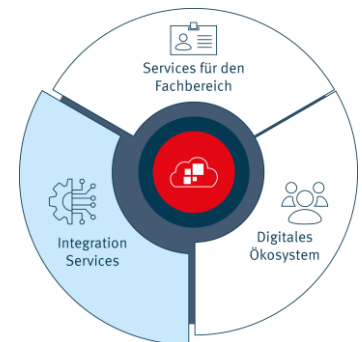
## SUPPLIER COMMUNICATION

Once approved the order will be issued to the supplier via the Jaggaer platform.



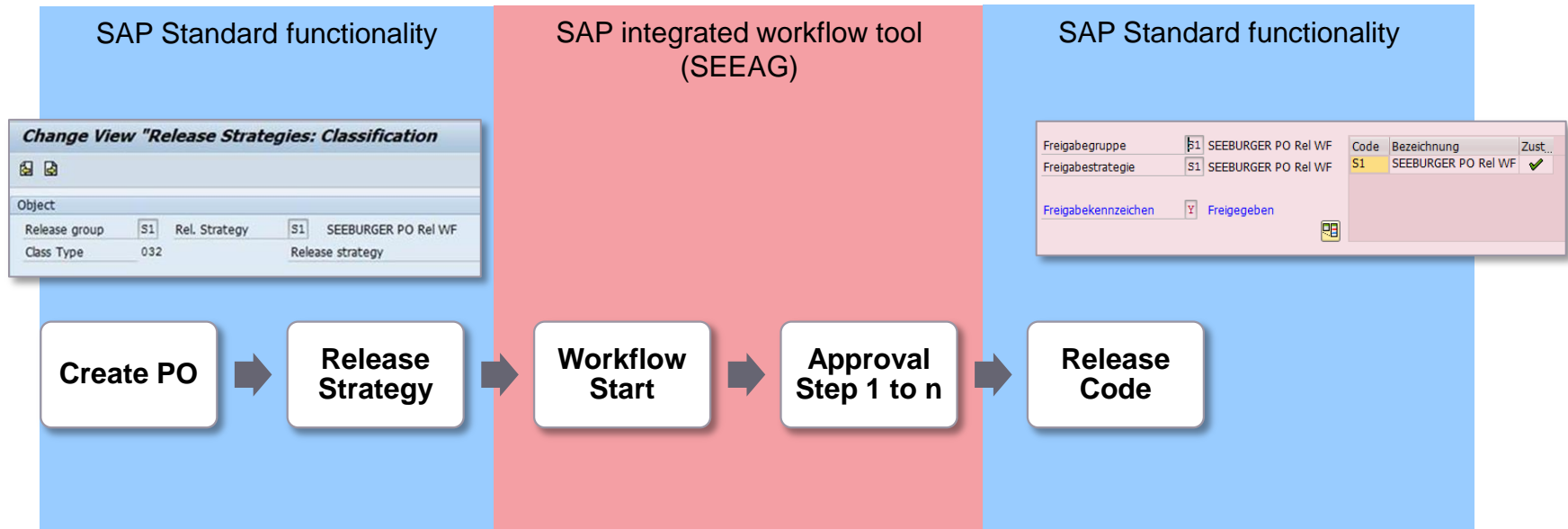
## AUTOMATION

PO is acknowledged via Jaggaer and invoices can be issued via EDI.



# Purchase Order Workflow

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 SAP Standard

 SEEBURGER SAP Solution



# Purchase Order Approval

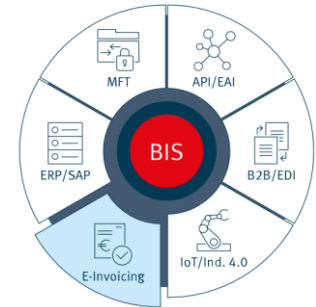
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**SAP**

Main Purchase Order

Order

Purchasing Document		to		
Purchasing group		to		
Purch. organization		to		
Plant		to		
Company code		to		
Material Group		to		
Profit center		to		
Creation date	25.07.2019	to	14.08.2019	
Created By				



**Seeburger Monitor**

Change selection | Refresh | Version info

**SEEBURGER Monitor - Purchase Order**

Purchase orders items | Accounting PO | Accounting PR | Release history | Approver

Client	Purch.Doc.	Item	Delet.ind.	Status	Changed On	Short Text	Material	Material Co
500	4505075707	10			09.08.2019	Bouwwerfradio 10,8 Volt met laadfunctie		12

Direction/Status/Message Type	Number
All documents	1.000
Wf Status	1.000
Release Step	1.000
Release 1	72
Release 2	22
Release 3	23
Release 4	2
Release 5	0

Status	Created By	Plant	Purch.Doc.	APPL-ID	Work item text	Vendor	Name of vendor
	BEGIAANA	1208	4505075707	BE-MAIN	End step (BE-MAIN)	206214	ERIKS nv
	UKCORSUE	2452	4505075709	UK_PLANT	End step (UK_PLANT)	341134	Avery Weigh-Tronix
	FRFOUGUI	1461	4505075710	FR_PLAN...	End step (FR_PLAN...	338332	OREXAD
	FRCHAFLO	1466	4505075713	FR_HR_T...	End step (FR_HR_T...	223153	ADECCO SAS
	UKSEAJES	2417	4505075715	UK_PLANT	End step (UK_PLANT)	340778	PAR Group Limited
	UKCOACAR	2405	4505075717	UK_PLANT	End step (UK_PLANT)	392832	Lloyds Bank
	BEROBLUC	1262	4505075718	BE-MAIN	End step (BE-MAIN)	400295	ERIKS NV

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BUSINESS INTEGRATION



# Purchase Order Workflow

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**Rule Solver**

Kondition Endpunkt

Workflow Bearbeiterfindung

- Workflow Bearbeiterfindung
  - WFPUR\_WIE (Status: Test)
    - DECIDER
      - Condition: Comp.code PL 3401
        - Condition: Purch.Doc.Type = NB
          - Condition: Plant MM
            - Condition: Plant MM (Cost center)
              - Condition: MM SG&A
                - Condition: CAPEX Plant
                  - Condition: CAPEX PKW
                    - Condition: CAPEX IT Plant (Laptops)
                      - Condition: CAPEX IT Plant (other than Laptops)**
                        - Condition: CAPEX IT SG&A (other than Laptops)
                          - Condition: MM IT
                            - Condition: CAPEX SG&A
                              - Condition: CAPEX Special
                                - Condition: Direct Sales
                                  - Condition: PALLET IIQ

Details

Beschreibung Condition: CAPEX IT Plant (other than Laptops)

Letzte Änderung 17.09.2019 15:46:27 ATHERBRI

Info

Daten editieren

Kondition: Datenauswahl

| Tabellenbeschreibung  | Feldbeschreibung | Sel... | Intervall | Startwert | In |
|-----------------------|------------------|--------|-----------|-----------|----|
| Einkaufsbelegposition | Kontierungstyp   | =      | A         |           |    |
| Einkaufsbelegposition | Warengruppe      | =      | E5002001  |           |    |
| Einkaufsbelegposition | Warengruppe      | =      | E6011001  |           |    |
| Einkaufsbelegposition | Warengruppe      | =      | E6011002  |           |    |
| Einkaufsbelegposition | Werk             | =      | 3402      |           |    |
| Einkaufsbelegposition | Werk             | =      | 3424      |           |    |
| Einkaufsbelegposition | Werk             | =      | 3431      |           |    |

**Rule Solver**

Kondition Endpunkt

Workflow Bearbeiterfindung

- Workflow Bearbeiterfindung
  - FR\_PLANTMM (Status: Aktiviert)
    - 0000000015
      - 0000000020
        - Mass condition: Plants - User (KZ) Plant Manager
          - User: Default
            - 0000000030
              - 0000000040
                - 0000000050
                  - 0000000060
                    - 0000000070

Details

Beschreibung Mass condition: Plants - User (KZ) Plant Manager

Letzte Änderung 08.07.2019 14:11:17 ATCHASIB

Info

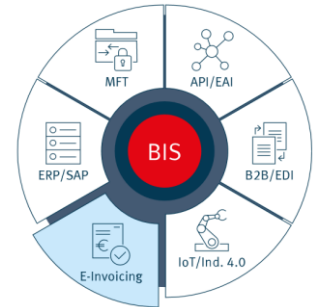
Benutzerherkunft definieren

☐ Nur auswerten, wenn noch kein Benutzer bisher gefunden wurde

☐ Benutzer entfernen

Massenzuordnung von Benutzern

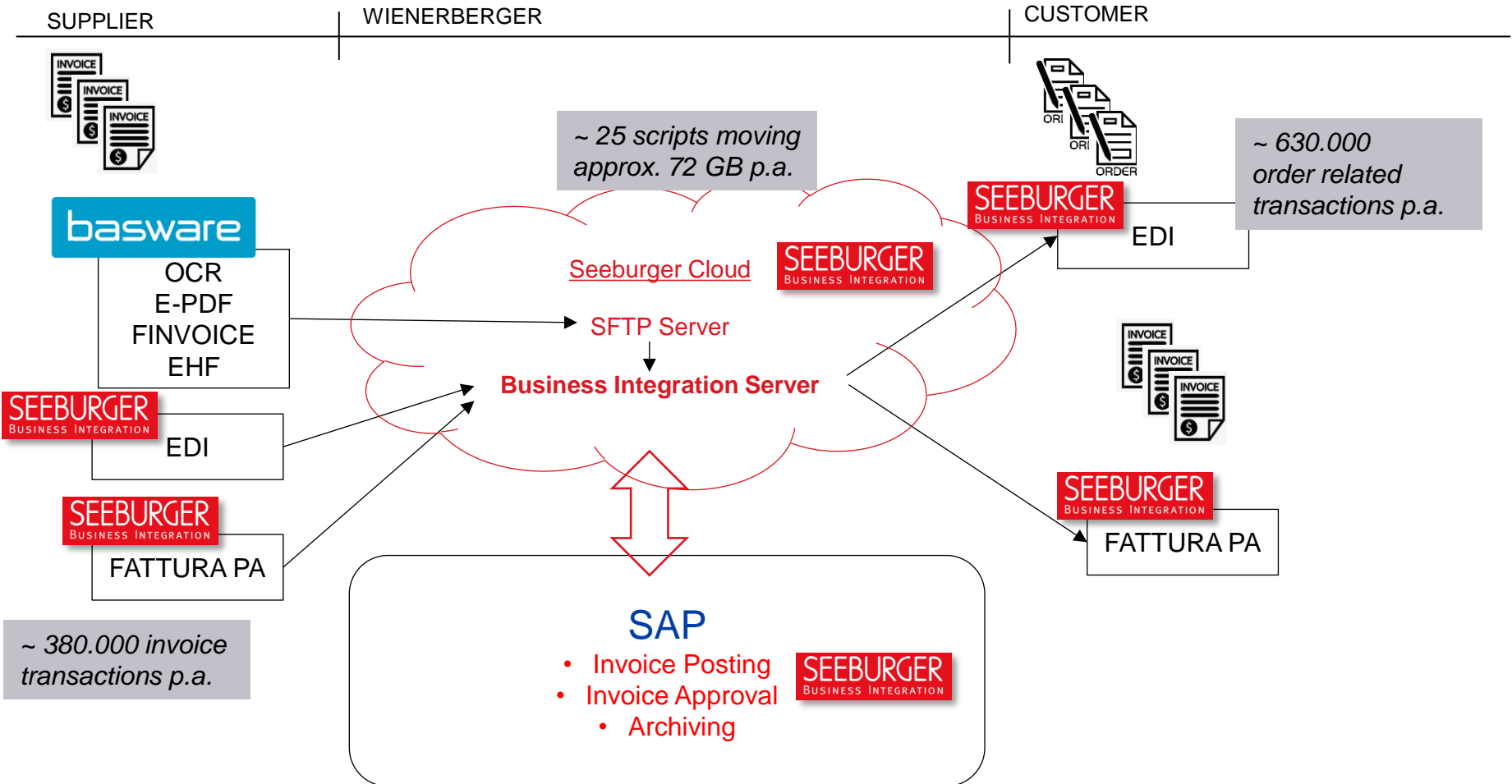
| Werk | Objekttyp | Bearbeiterid |
|------|-----------|--------------|
| 1411 | US        | FRREYCLA     |
| 1415 | US        | FRTRARNIC    |
| 1416 | US        | FRTRARNIC    |
| 1419 | US        | FRAMMOLI     |
| 1424 | US        | FRAMMOLI     |
| 1427 | US        | FRMONJER     |



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# Invoice Receipt

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\* Figures based on 2018

# Invoice Workflow

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**InvoiceCONSOLE: technical Monitor**

Document storage | Qu...

- Instances in 4invoice
  - Input 4invoice
  - OCR 4invoice
  - Interpreter 4invoice
  - Workplace 4invoice
  - Webflow 4invoice
  - Output 4invoice
- Invoices 547
  - post processing 13
  - FI-Invoices 62
  - MM-Invoices 472
- completed 258
  - FI-Invoices 18
  - MM-Invoices 163
  - Instance deleted 77
  - Instance splitted

Doc. information | History | User | Tech.Info

Vendor: 0000305137 John Roberts Holdings Ltd | Document number: 0090307501 | Creation date: 08.08.2019

Street: Christies High Mill | Company code: 2405 | Invoice date: 08.08.2019

City: BD24 9LX | SETILE | Fiscal year: 2019 | Reference: INV700548

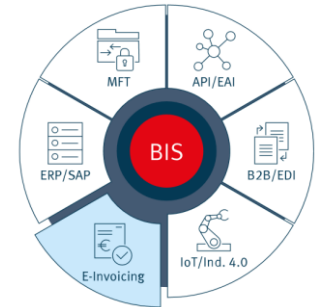
Country: GB | Phone: 01729 822222 | Purchase order: | Scan user: |

TID: AC18011E89805D4C4006027B | Gross amount: 3.360,31 | Current user: UKBOWCIA | Clare Bower

Currency: GBP | Postprocessor: |

Invoices

| GRP  | Status                 | Description | CoCd   | Vendor   | Reference No                | Vendor name | Net amount | Gross amount | Crcy       | Invoice date | Application ID |
|------|------------------------|-------------|--------|----------|-----------------------------|-------------|------------|--------------|------------|--------------|----------------|
| 0420 | CE: MM initial sending | 2405        | 343929 | 26       | John Russell & Sons Haulage | 1.641,82    | 1.970,16   | GBP          | 31.07.2019 | MM-RH-GB     |                |
| 0420 | CE: MM initial sending | 2405        | 359124 | POR36805 | Mid Sussex Roofing Supplies | 48,00       | 57,60      | GBP          | 13.08.2019 |              |                |
| 0420 | CE: MM initial sending | 2405        | 325077 | 103490   | Norkem Ltd                  | 2.310,00    | 2.772,00   | GBP          | 12.08.2019 |              |                |
| 0420 | CE: MM initial sending | 2405        | 520047 | 210557   | Pattern Imprinted Concrete  | 3.929,12    | 4.714,94   | GBP          | 08.08.2019 |              |                |
| 0420 | CE: MM initial sending | 2405        | 340829 | 63419    | S J Barrick Limited         | 354,48      | 425,38     | GBP          | 31.07.2019 |              |                |
| 0420 | CE: MM initial sending | 2405        | 340829 | 63418    | S J Barrick Limited         | 167,16      | 200,59     | GBP          | 31.07.2019 |              |                |



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FI-WF Release 1 2405 0905007702 2019 // Strander Roofing Limited, Northampton (0000341675) // GBP 180.00

Go Back | Decide

\* UKGLUYN (L) Forward to 1. R

\* SEEBATCH (V) 011704 201902

My comment

Approved

Forward

Not approved

Not responsible

Suggest transaction change

Cancel

02.2019 01:17:04

STRANDOR ROOFING LTD  
2 TITLEY BANK AVENUE  
EARLS BARTON  
NORTHAMPTON  
NN4 6AL  
VAT Reg No: 753 7587 85

Invoice Page 1

WIENERBERGER LTD  
WIENERBERGER HOUSE  
BROOKS DRIVE  
CHEADLE ROYAL BUSINESS PARK  
CHEADLE, GREATER MANCHESTER  
SK3 3SA

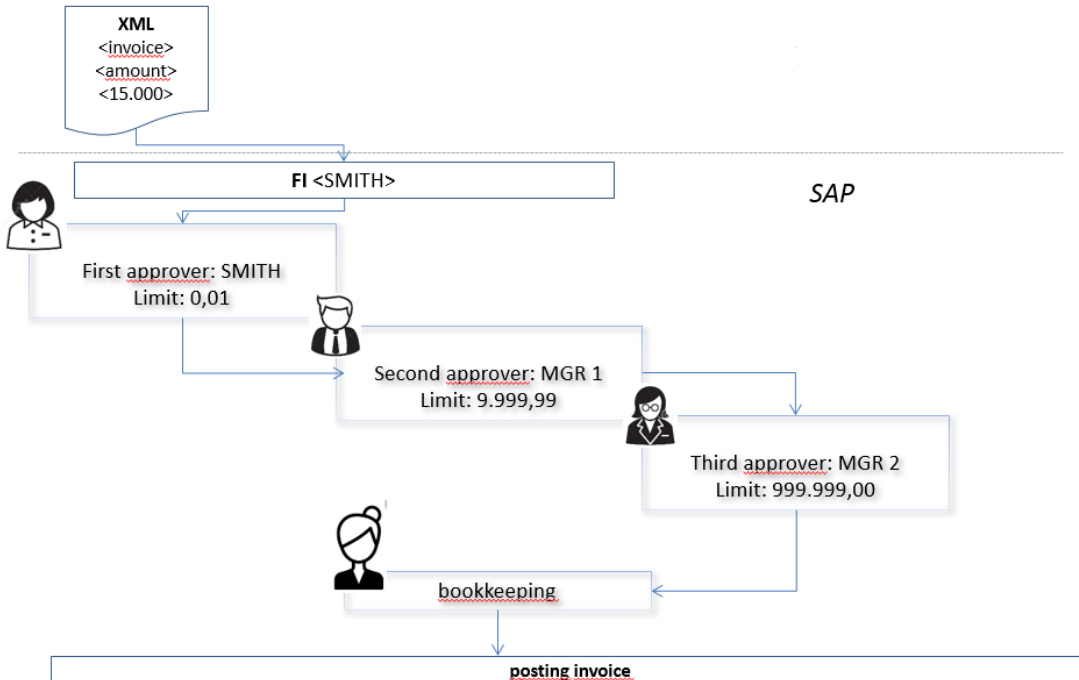
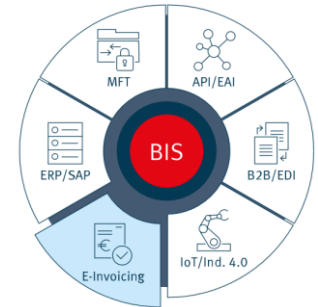
|                  |            |
|------------------|------------|
| Invoice No.      | 3854       |
| Invoice/Tax Date | 08/02/2019 |
| Cust. Order No.  | C19711     |
| Account No.      | SANDTOFT   |





# Invoice Workflow

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| Cli | CoCo | Workflow | UserID   | Function | Criteria | Limit        | UserID   |
|-----|------|----------|----------|----------|----------|--------------|----------|
| 500 | 2401 | FI-UK    | UKSMIKAR | FRE      | SMITH    | 0,01         | UKPITBRA |
| 500 | 2401 | FI-UK    | UKPITBRA | FRE      |          | 9.999,99     | UKJOLANG |
| 500 | 2401 | FI-UK    | UKJOLANG | FRE      |          | 9.999.999,99 | UKJOLANG |

| MM-WF   | FI-WF         |
|---|---------------|
| <LINE ITEM DATA><br><PO4506664441><br><DEL123456> | <HEADER DATA> |
| Direct Posting Strategy                           | Approval Flow |

**Change View "See-WF processing options text table"**

New Entries

See-WF processing options text table

| Appl. ID | Proc Task  | Proc. opt  | Process Options - Text       |
|----------|------------|------------|------------------------------|
| FI-FI-AT | 0000000010 | 0000000001 | Forward to 1. Release        |
| FI-FI-AT | 0000000010 | 0000000002 | Change account assignment    |
| FI-FI-AT | 0000000010 | 0000000003 | End process                  |
| FI-FI-AT | 0000000010 | 0000000004 | Forward                      |
| FI-FI-AT | 0000000010 | 0000000005 | Transaction change (FI > FI) |
| FI-FI-AT | 0000000010 | 0000000006 | Module change (FI > MM)      |
| FI-FI-AT | 0000000010 | 0000000007 | Status change                |

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# Invoice Direct Posting

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## Direct posting - Three Ways Matching

A match refers to the comparison of the data printed on the supplier's invoice with the line items in the purchase order and the goods receipt.



| Invoice              |  | Receipt                                  |  | PO                              |  |
|----------------------|--|--|--|---------------------------------|--|
| PO number            |  |  |  | PO number<br>(unit price match) |  |
| Delivery note number |  | Delivery note number<br>(quantity match) |  |                                 |  |

| MM        | Matching Rate |
|-----------|---------------|
| Best unit |               |
| 74 %      | 34%           |

# Invoice Archiving

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## EU archiving requirements for electronic invoices:

**EU**  
Compendium

**E-INVOICING**  
& RETENTION

See also:

<https://www.verband-e-rechnung.org/de/e-rechnung/wissen/dokumente/508-eu-compendium-e-invoicing-retention>

This Compendium states the archiving requirements for all EU member states. The main issues for all countries and exceptions per country are stated below:

**Q:** May the invoice be issued in a PDF or PDF/A data format?

**EU Guideline:** Yes, PDF or PDF/A data format are fine (*for issuance as well as for storage*).

**Wienerberger:** The original invoice image in PDF format is archived

**Display Document: Overview**

Document Number: 905037792 Company Code: 2405 Fiscal Year: 2019  
Document Date: 13.08.2019 Posting Date: 14.08.2019 Period: 8  
Reference: 46/395828 Cross-CCode No.:  
Currency: GBP Texts exist: ☐

Items in Document Currency

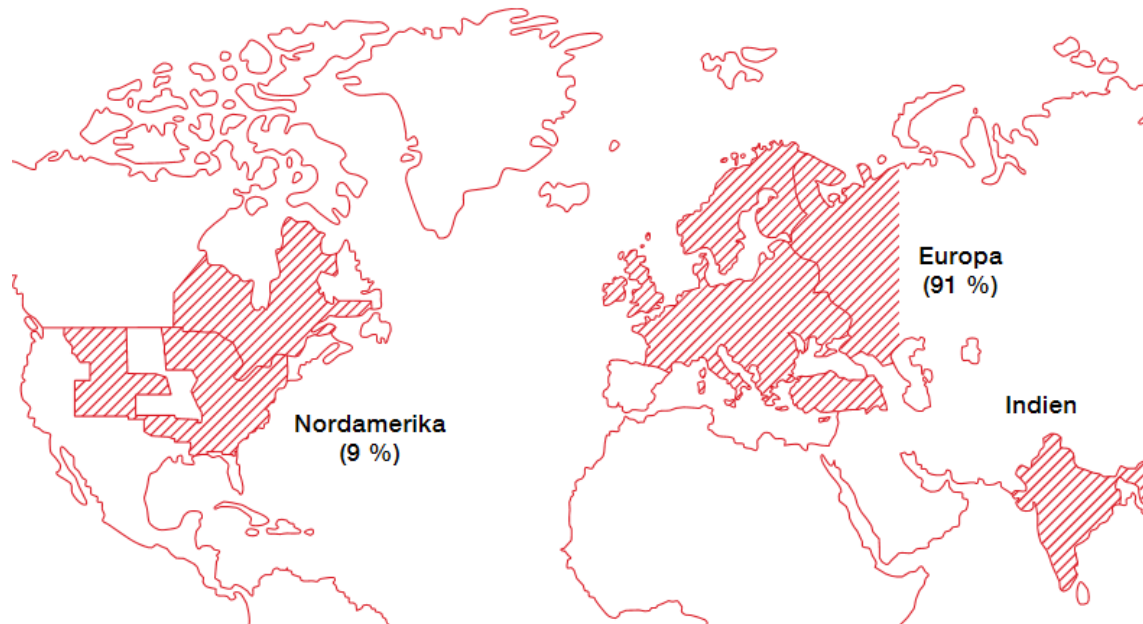
| Itm | PK | BusA | Acct no. | Description        |
|-----|----|------|----------|--------------------|
| 001 | 31 |      | 385523   | Bunzl UK Limited   |
| 002 | 81 |      | 430001   | working clothes    |
| 003 | 81 |      | 430001   | working clothes    |
| 004 | 81 |      | 430001   | working clothes    |
| 005 | 81 |      | 430001   | working clothes    |
| 006 | 40 |      | 150000   | value added tax de |

Service: Attachment list

| Icon | Title                      | F | Created On | C | Typ               |
|------|----------------------------|---|------------|---|-------------------|
|      | Seeburger P2P EDIXML File  |   | 14.08.2019 | 0 | Archived document |
|      | Seeburger P2P EDIPDF File  |   | 14.08.2019 | 0 | Archived document |
|      | Seeburger P2P EDILOG File  |   | 14.08.2019 | 0 | Archived document |
|      | Seeburger P2P EDIFACT File |   | 14.08.2019 | 0 | Archived document |
|      | Message Log ICV5           |   | 14.08.2019 | 0 | Archived document |
|      | Incoming Invoice Idoc HTML |   | 14.08.2019 | 0 | Archived document |



- › Reduce non-value add administration
- › Increase compliance to policy and guidelines
- › Increase MM ordering in SAP => increase MM invoices
- › Improve quality of data – particularly in areas of indirect spend
- › Enable spend transparency in all areas
- › Facilitate bundling of spend and savings
- › Motivate and invest in our people
- › Attract the brightest and the best



## Challenges

Decentralized company (countries & business units)

Standardization of the process

Roll-Out projects

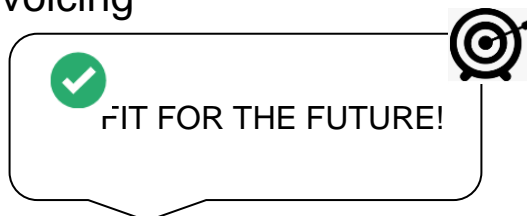
# P2P process roll-out Wienerberger

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## ➤ PRE-REQUISITES

- Integration in Wienerberger IT infrastructure and SAP usage
- Fit-Gap analysis of current process on unit level
- Kick-off; implementation; training; Go-Live support
- Continuous improvement > Monthly KPIs

## ➤ **SPECIAL PROJECT:** FatturaPA > E-Invoicing



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# Thank You!

