

SUCCESS STORY



Complex proposals with
TW Solutions DocBuilder



Aebi Schmidt Group

2'830
Employees

90 Countries
Sales partner

14 Plants
over 100'000m²
Production site

INITIAL SITUATION

At the Aebi Schmidt Group, over 5,000 quotations are generated annually, covering an enormous variety of product variants, different products and sales units, and having to meet diverse geographical requirements. Despite this complexity, there was previously no integration with SAP, resulting in duplicate data entry, little control, and limited customization options.

Local salespeople wanted individualized and easily customizable quotations based on Sales Distribution (SD) quotation data that could be modified without developer support.

Given these requirements, Aebi Schmidt chose TeamWork's DocBuilder. This tool offers end-to-end SAP integration, great control and flexibility in quoting and template customization.

Aebi Schmidt an overview

The Aebi Schmidt Group is a global provider of intelligent solutions for clean and safe traffic areas and the management of challenging terrain. Headquartered in Switzerland, the group is present in key markets worldwide, including Europe, North America and China. Aebi Schmidt offers a wide range of products, including compact sweepers, snow plows and spreaders. Several strong local brands are united under the Aebi Schmidt Group umbrella, including Aebi, Schmidt, Monroe, Towmaster, Meyer, Swenson, MB, Arctic, Nido and ELP, bringing a wealth of experience and expertise to the group.



„The integrated quotation creation based on variant configuration with DocBuilder significantly simplifies daily work and allows our sales staff to create individualized quotations directly from SAP. With one solution TeamWork covers all countries and brands of the Aebi Schmidt Group.“

CHALLENGES

In order to meet the complex requirements of quotation creation for Aebi Schmidt, the corresponding basics first had to be established in SAP. For this purpose, Aebi Schmidt introduced SAP's variant configuration, the DocBuilder accesses it directly for data procurement. A quotation consists of a large number of components, variants and items, the creation of which must be possible in different language versions and formats. DocBuilder generates quotations as Word files, and all relevant product descriptions and images are assigned to the configured products. It is further possible for the salesperson to

flexibly customize the document in Word and customize the offer to meet individual needs. Then the quote is attached to the SD quote as a PDF file and sent to the client. DocBuilder makes it possible to generate quotations and other forms directly from SAP using MS-Word. Integrated directly into the SAP system, data from SD is processed and made available to the user. Via FIORI, a document can be generated and, if necessary, still edited by the creator. The form templates can be created and adapted directly in MS-Word without any developer knowledge.

ADVANTAGES FOR AEBI-SCHMIDT

- The quotation data is entered in FIORI by the salesperson. For this purpose, the SAP variant configuration is accessed and an SD quotation is created
- The DocBuilder generates the documents for the SAP SD object
- The offer is generated in MS-Word format, with the inclusion of third party data sources (e.g. pictures, technical documentation, etc.) and can be customized by the employees
- Several offer variants / options possible within one offer
- Multilingual in 12 languages
- Global solution for all Group brands



“Sales reps use Variant Configuration, FIORI, and MS-Word for personalized quotes, while the operational and administrative overhead for SAP CC remains minimal.”



Bruno Kuratli
DocBuilder Product Manager
TeamWork

ABOUT TEAMWORK

TeamWork is an independent, internationally operating SAP full-service provider with over 1,200 employees. From its headquarters in Geneva, its offices in Bern and Zurich, and 20 other global locations, TeamWork implements local and international SAP projects.

As a founder-run company owned by the Rey-Gorrez family and the respective local management, TeamWork operates independently of investors and is characterized by a high degree of flexibility and enthusiasm for its customers.



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