

SAP for Mill Products

TEXTILES



TEXTILES: INTEGRATE AND COLLABORATE TO COMPETE IN A GLOBAL INDUSTRY

To compete in today's global markets, textiles companies need to constantly increase efficiency and reach beyond corporate boundaries to excel at logistics and deliver both quality service and quality products. SAP helps textiles companies meet those challenges with the SAP® for Mill Products portfolio of solutions. With these solutions, textiles companies have a complete set of integrated tools, functions, and capabilities to collaborate across the supply chain, operate more efficiently, understand and serve customers, and ultimately compete more effectively.

Textiles companies like yours face increasing globalization in many areas of the textiles industry – competition, markets, and sources of material and production. That increasing globalization demands new approaches.

To succeed today, you need access to workforces, raw materials, and other resources from around the globe. You need to deliver products to customers worldwide and to purchase preliminary and intermediate textiles products on a global basis. You need to manage complex products with various product, dimension, quality, and process attributes; deal with asset- and energy-intensive production; and cope with complex, ever-changing environmental regulations. And you need to build stronger relationships with customers to keep competitors from luring them away.

All of those requirements make the textiles industry a place where simply having the best product is no longer enough. You also have to excel at logistics and provide quality service. To respond to customers' needs – and to successfully compete – you have to constantly increase efficiency, collaborate with a global network of partners, and reach beyond your corporate boundaries.

MOVING THE INDUSTRY FORWARD

To help textiles companies meet those challenges, SAP offers SAP for Mill Products, a comprehensive portfolio of solutions tailored to the specific practices, processes, and challenges of the textiles industry.

With this portfolio, SAP provides the only integrated set of solutions that enable textiles companies to optimize and streamline global business operations across their entire value chain. SAP for Mill Products solutions help you integrate and optimize manufacturing and sourcing activities, and they help you manage internal and extended business processes efficiently and profitably. The solutions enable you to leverage your existing applications with capabilities for procurement, asset management, and risk management.

Just as important, the SAP for Mill Products portfolio is based on SAP's long experience in the industry. Textiles companies around the world use SAP® solutions in virtually every aspect of procurement and production. And companies in every industry niche – from yarn producers and organizations in the weaving, finishing, and carpet industries to manufacturers of high-performance textiles for circuit boards – take advantage of SAP's powerful solutions. What's more, SAP's strong, customer-focused development process, industry-specific knowledge, and active partnerships with key vendors in the field help textiles companies ensure that these solutions continue to meet their needs over time.

TOOLS FOR KEY TEXTILES PROCESSES

To give textiles companies the range of capabilities they need, the SAP for Mill Products portfolio combines the strengths of several proven SAP solutions, such as mySAP™ Customer Relationship Management, mySAP Supply Chain Management, mySAP Product Lifecycle Management, and mySAP Business Intelligence.

SAP draws on those solutions – and its broad experience with textiles companies – to provide comprehensive, powerful functions and capabilities for the industry. For example, the portfolio provides:

- **Product specification with variant configuration**
Textiles companies often have to work with a large number of product variants and attributes. The SAP integrated variant configuration function lets you maintain variable attributes for product descriptions, as well as manage pricing, planning, production, inventory, delivery, and profitability analysis by product attributes. SAP also offers a number of features for easy maintenance of attributes in the sales order and purchase order, as well as at goods receipt.
- **Order confirmation with global available-to-promise (ATP) check**
The make-to-order environment in the textiles industry requires an interactive ATP check during sales order entry. The SAP ATP check gives you all the information you need to confirm product availability for an order and the ability to check on multilevel material and capacity. You can search by product attributes and consider dimension tolerances, such as minimum and maximum width.
- **Block scheduling**
You can plan and schedule operations and orders based on product characteristics, such as quality grade and width. The SAP block-scheduling tools sequence schedules so that a characteristic takes precedence over the product. Maintenance tools, such as graphical visualizations, simplify the planning process. And you can easily integrate company-specific rules into the SAP scheduling tool.

- **Multiple output planning**

Textiles-industry products are typically variants produced by cutting input materials such as jumbo rolls. The SAP multiple output planning capabilities let you determine production steps and off-cuts based on the nature of the input material. You can use this capability at multiple levels of production.

- **Trim optimization**

SAP enables textiles companies to handle trim optimization in the production planning and scheduling process. With this integrated approach, you can typically achieve better capacity utilization and more-precise customer due dates, as well as streamline the handling of trim-sheet orders.

- **Demand-supply assignments and pegging**

You can combine requirements for different materials into a single production run. Pegging – which is a mill-specific procedure in the SAP advanced planning and optimization component – establishes the relationship between planned receipts or available stock and the requirements of a product. It takes into consideration multiple sales orders and maintains information about the original order through all production levels.

- **Material tracking**

Partial stocks of a material are managed by unit, or batch, for inventory management. The SAP batch-tracking capabilities provide detailed proof of material usage at each level of production; material genealogy features let you conduct a comprehensive analysis of all product data by production run.

- **Sales-order amendments**

SAP lets you accommodate late changes in order specifications. Information about changes that occur after the initial entry or after the start of production is saved separately, without overwriting the initial data. This information lets you accept or reject the requested changes in the customer order based on a multilevel status report.

INTEGRATED FOR FLEXIBILITY AND LOW TCO

The SAP for Mill Products portfolio is designed to help textiles companies integrate processes, systems, and third-party tools in a complex and changing world and at the same time drive down the total cost of ownership (TCO). The portfolio's solutions are based on SAP NetWeaver™, the SAP application and integration platform, which delivers a complete, open, and flexible infrastructure that allows you to easily integrate SAP and non-SAP applications. SAP NetWeaver also provides master-data management capabilities, which can help textiles companies bring together business-critical information from various internal and external sources. These capabilities let you store, change, and consolidate master data, and they ensure that the information is consistent across all systems in your IT landscape.

What's more, the SAP for Mill Products portfolio provides an integrated approach – based on proven solutions – that encompasses everything from product design to manufacturing, sales, and service. This helps companies avoid the implementation and integration costs associated with fragmented point solutions. SAP also offers Internet Demo and Evaluation System (IDES) for textiles, which delivers preconfigured solutions that serve as a foundation for implementing company-specific processes. And the SAP for Mill Products portfolio is based on a modular structure that gives you the flexibility to map an implementation and development path that best meets your company's needs.

WHAT IT MEANS FOR THE BUSINESS

The SAP for Mill Products portfolio gives textiles companies the complete range of tools, functions, and capabilities they need to collaborate across the supply chain, operate more efficiently, and understand and serve customers. As a result, it helps your company reap solid business benefits, such as:

- Optimized asset/resource utilization from enhanced production planning and resource scheduling
- Increased operational efficiency from data and process integration
- Reduced inventory levels through more accurate forecasting of inventory requirements and an improved ability to search available stock and reusable offcut
- Reduced offcut and trim loss from the use of integrated trim-optimization tools
- The ability to analyze performance and identify precisely where product and production costs are incurred
- Enhanced customer service and satisfaction from on-time and on-specification product deliveries
- The ability to respond quickly to customer orders with accurate product pricing, quality, and availability information
- Faster order placement and the ability to let customers find information about products, delivery, and order status via the Internet (When customers answer routine questions on their own, your sales staff can spend less time on routine tasks and more time on building customer relationships and pursuing revenue-generating opportunities.)
- Increased responsiveness with integrated and real-time information about projects, processes, operational performance, and markets (This information provides early warning of shifts in demand, customer requirements, and economic conditions.)

TO GET STARTED . . .

SAP for Mill Products gives you targeted, industry-specific tools – used and proven by textiles companies around the world – that are designed to help make your organization more responsive, more flexible, and ultimately more competitive.

To learn more about how SAP can help your company, visit www.sap.com/mill