



4 process

INTERCOMPANY PROCESSING



PROCESS OVERVIEW

ADDED VALUE

FUNCTIONAL DESCRIPTION

MAPPING IN THE SYSTEM



INITIAL SITUATION

In order to assert their own in the market, companies must act **globally** and position themselves accordingly.

In the process, a **complex and confusing business world** arises, which poses problems for the company, especially when it comes to cross-border **interactions** between the individual organizations.

The goal is therefore **transparent and efficient financial and logistical processes** for organizational processing.

Intercompany and **cross-company processing** are possible approaches to achieving this goal with varying degrees of automation.

INTERCOMPANY

Complete mapping of all business process steps with individual documents in both organizational units ("as with an external third party")

- **Direct delivery to customer:**
Sales order with third-party order processing (EDI order transmission) (BP 130)
- **Delivery to ordering plant:**
Sales order with purchasing (EDI order transfer) (BP 140)



NO UNIFORM MATERIAL NUMBERING CONCEPT REQUIRED



CLEAR SEPARATION OF ORGANIZATIONAL RESPONSIBILITIES



CONSIDERATION OF COMPANY-SPECIFIC PROCESS CHARACTERISTICS AND THE SCALABLE DEGREE OF AUTOMATIONS



COMPLETE STATISTICS UPDATE

CROSS COMPANY

Mapping of business process steps with common use of individual cross-organizational documents

- **Direct delivery to customers:**
Cross-company code sales (BP 110)
- **Delivery to ordering plant:**
Sales from stock and cross-company stock transfer (BP 120)



LEAN SALES PROCESSING



DIRECTLY DISPOSITIVE EFFECTIVE AND OVERLAPPING AVAILABILITY CHECK → IMMEDIATE INFORMATION



MINIMIZATION OF TRANSPORT TIME

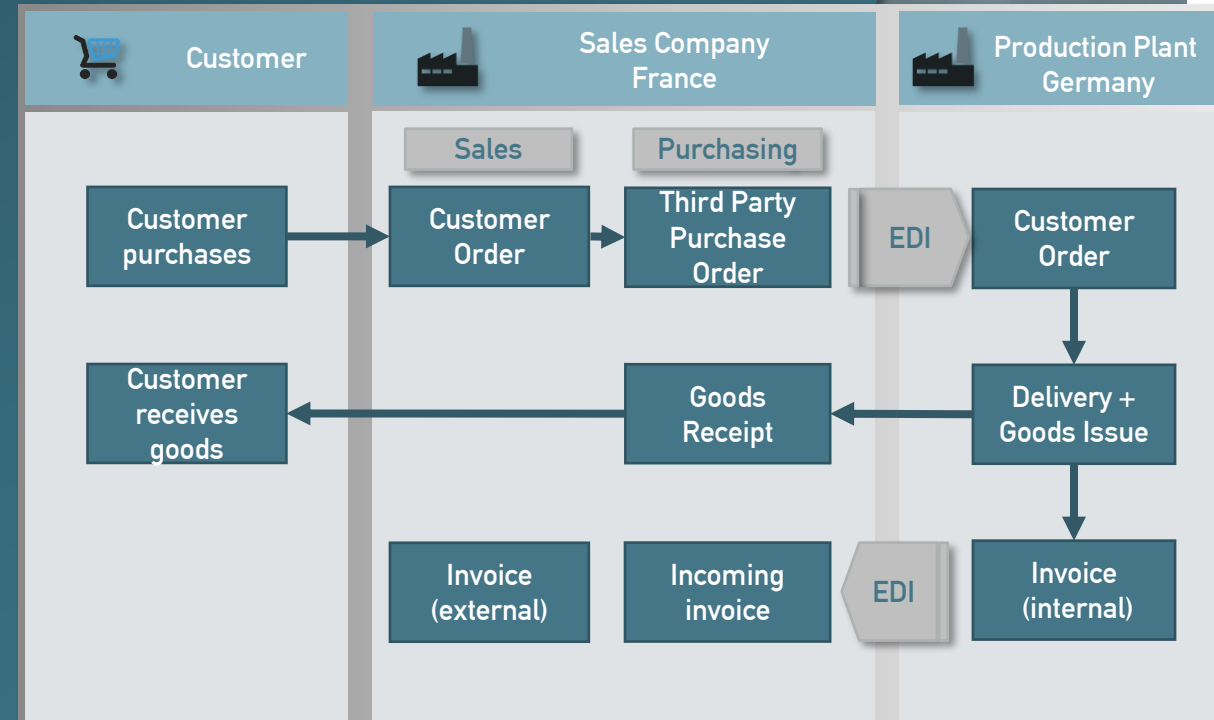


NO SYNCHRONIZATION OF PURCHASING/SALES MASTER DATA

FUNCTIONAL DESCRIPTION

DIRECT DELIVERY TO CUSTOMERS

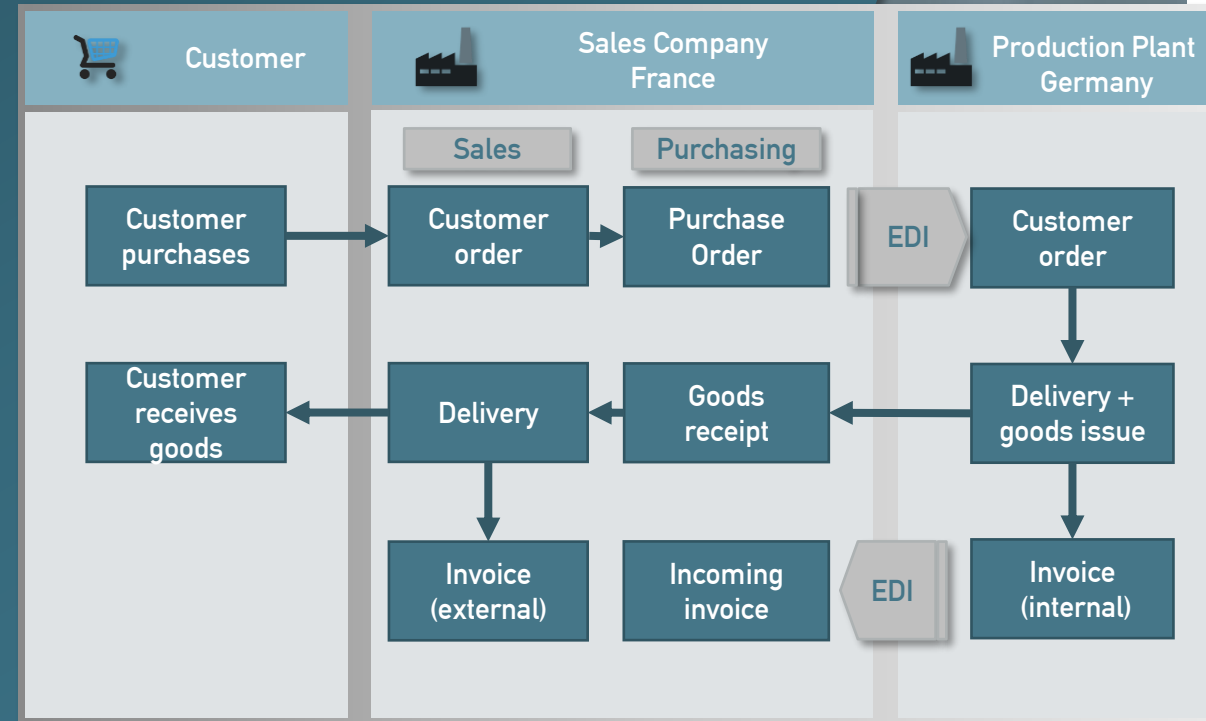
- Customer order with third-party processing. (EDI order transmission) (BP 130)



FUNCTIONAL DESCRIPTION

DELIVERY TO ORDERING PLANT

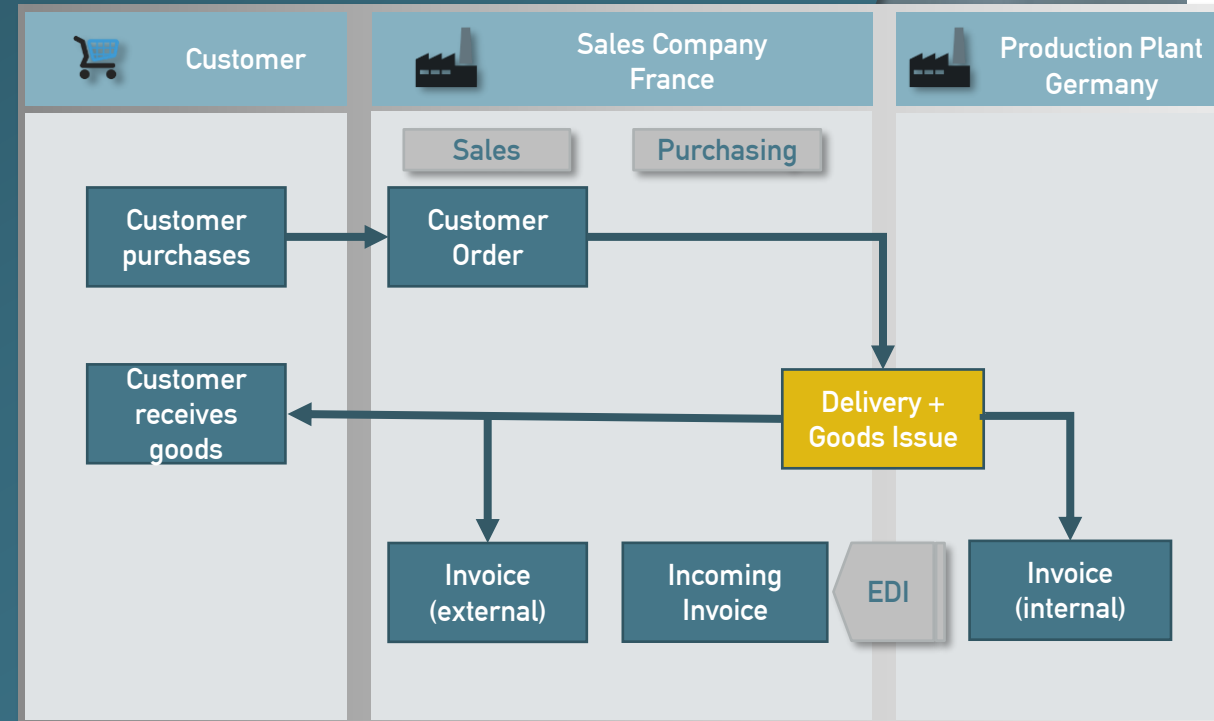
- Sales order with purchasing (EDI purchase order transmission) (BP 140)



FUNCTIONAL DESCRIPTION

DIRECT DELIVERY TO CUSTOMERS

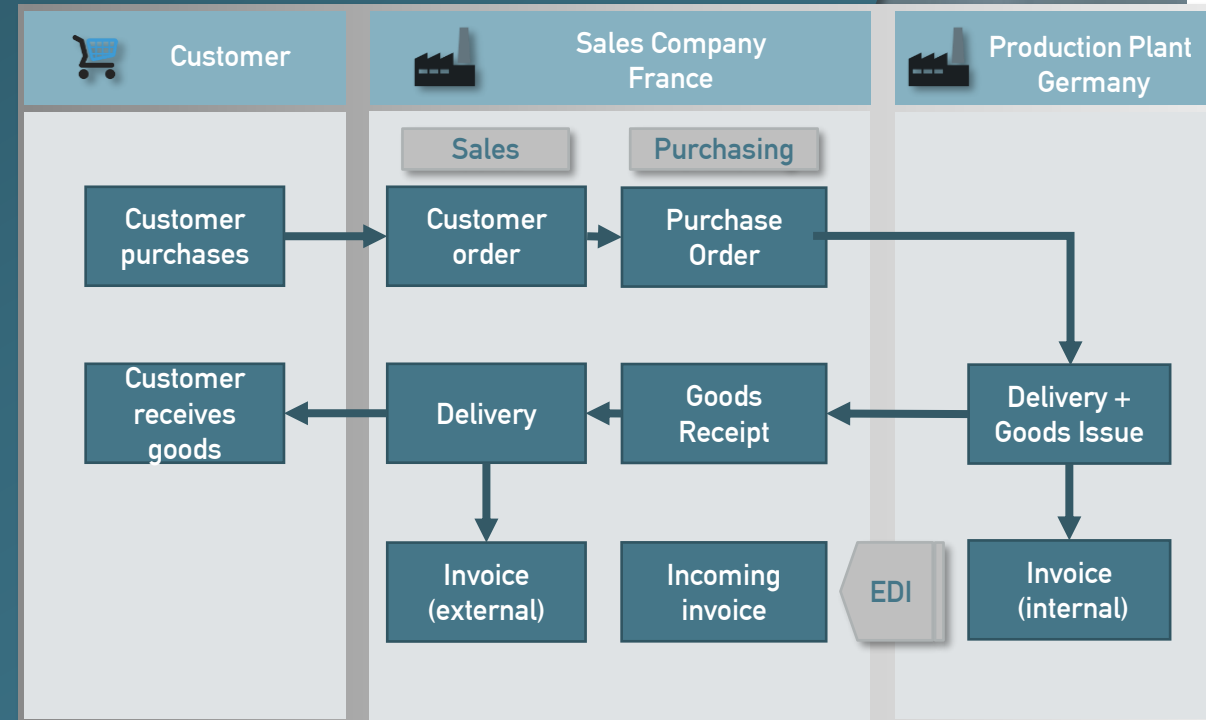
- Cross-company code sales (BP 110)



FUNCTIONAL DESCRIPTION

DELIVERY TO ORDERING PLANT

- Sales from stock and cross-company stock transfer (BP 120)



POSSIBLE EXPANSION SCENARIOS

- Automation of data transfer via EDI
- Extension by delivery notification / delivery
- Event-driven email notifications (internal/external)
- Synchronization of purchasing and sales master data by using central price information
- Cross-organizational order monitoring
- Cross-organizational interface monitoring (EDI)



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