



IWO furn Reference stories

Solutions for and with our customers



IWO furn at Möbel Ehrmann and Möbel Gilb

Complete introduction of the real operation within 2 days

The IWO furn introduction in the real operation took place at the union member Möbel Ehrmann on 24 and 25.11.

■ Preliminary work

In the run-up to this date the employees of the IWO furn Networking Team had chosen suppliers together with Mr Koster, Head of Controlling and IT, with whom the real operation should be set-up within the framework of the workshop. The IWO furn Networking Team then reached all technical agreements and agreed upon preparations with these suppliers, such as e.g. the branch structures (order branches, shipping address, invoice addresses and their GLN numbers) for the Gilb and Ehrmann companies.

■ Day 1 - Morning

IWO furn and SHD carried out the workshop jointly. At the beginning the selected 8 suppliers were converted to EDI in the merchandise management and an EDI – test order sent to each of these suppliers. The participants subsequently learnt how they can add EAN numbers in the article master, carry out price updates, create new articles or can take over articles into purchase orders, which were previously unknown in the merchandise management with the help of the catalogues which were made available in IWO furn by the suppliers.

It also became clear to the processing clerks that a high EDI quota can only be achieved if the articles are made available in an electronic catalogue on IWO furn. Suppliers who cannot provide this so far will also only receive EDI orders in future for those articles which have been created in the merchandise management. These are as a rule less than 2% of the whole range of a manufacturer. On the other hand, manufacturers which make good quality catalogues available (correct numbers, texts and prices) can assume that they will almost reach 100% EDI quota in the foreseeable future.

■ Day 1 - Afternoon

The feedback was available from the suppliers by the evening of the first day that the orders could be correctly processed and the EDI order confirmations were on the way.

■ Day 2 - Morning

The processing of electronically signed incoming invoices was first of all on the agenda on the second day. The participants were informed about the legal stipulations and their implementation in the interaction between IWO furn and MHS.

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Electronic invoices were subsequently read in by 3 suppliers, booked, automatically transmitted to the accounting and filed and indexed fully automatically in the archiving programme Proxess.

After approx. 3 hours the invoices had been booked, the processing steps understood and 3 suppliers configured for the further real operation. The employees are now in the position to quickly set-up further suppliers for the real operation.

■ Day 2 – Afternoon

The received EDI – order confirmations for the dispatched orders were subsequently read in. The same phenomenon occurred here as during previous introductory events at other SHD users already: There was nothing to train as all order confirmations were read in error-free straight away.

The suppliers were subsequently also converted to real operation. After a consolidation phase of approx. 4 weeks Ehrmann and Gilb will begin to connect further suppliers. As a target for 2011 Mr Koster gave “80 suppliers in the real operation for articles, orders, order confirmations and invoices”. The IWOfurn will provide support work and we are certain that this target will also be achieved much earlier already.

The direct take-over of articles into the master data creation and into the purchase contract were then presented in the afternoon based on the catalogues of Rauch and Elastoform. Both sets as well as variant articles were configured here and correctly created in the merchandise management. The master data of these two suppliers are now initially revised via this function and this function then activated for the sales.

■ Conclusion

The EDI operation was introduced technically at a trading partner for orders and order confirmations in a well-prepared workshop and also immediately taken over into the real operation for 8 suppliers. In addition, the process was introduced for the complete processing of the electronic invoices (from signature to archive) and the real operation immediately set up with 3 suppliers.

The catalogues for the take-over into the SHD data pool were prepared for 10 suppliers from the field of specialist range and are immediately available from now for the purchasing and sales. After the take-over all articles can be ordered from these suppliers via EDI. The possibility was additionally put into operation at suppliers for configurable articles to execute the master data creation and the purchase contract entry directly through the IWOfurn catalogue data.

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