



SMART COSTING IN SAP

ORBIS Product Cost Calculator



From passive to active cost management

Challenges during costing

Increasingly shorter product life cycles, an increasing number of product variants, and individual customer requirements are causing new challenges for the costing departments of many companies. While detailed results are an absolute necessity in **product design cost estimate** in order to precisely determine product costs, customers in **quotation costing** expect reliable and high-quality quotes fast. In order to ensure profitability on the one hand and customer satisfaction on the other, a **consistent and efficient costing process** across all departments is essential for companies.

How does your company manage its costing process?

Many manufacturing companies already use **SAP ERP** to plan and manage their business processes. However, when it comes to product costs (prices for materials, hourly rates, tariffs, etc.) and price calculations for which master data is not yet available, the **jump from SAP** needs to be made. Afterwards, they are calculated and simulated in external solutions like Microsoft Excel or Access. Since **these calculations are generated decentrally**, i.e. outside of the ERPs, neither data flows nor calculation histories can be reproduced. Another disadvantage is the high error rate and the enormous maintenance effort, as the costing data constantly needs to be manually synchronized between ERP and Excel. This problem is exacerbated for complex products or products involving a large number of variants.

For **transparent and flexible costing**, software that prevents media discontinuity through integrated processes and thus ensures an overview of all costs, prices, and quotations is a major advantage.

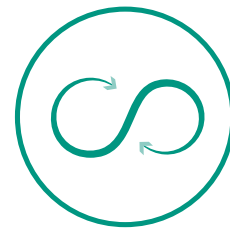
Our promise: A calculation tool that can do more!



Time saving



Transparency



Consistency



Homogeneous database



No information gaps



Low error rate

The ORBIS PCC sets the course

The ORBIS PCC sets the course for intelligent costing processes

The ORBIS PCC is a **combination of the most important functions** from the SAP modules Controlling (CO), Production (PP), Materials Management (MM) and Sales (SD). As an extension of the SAP standard, calculations can be performed easily and conveniently in ORBIS PCC, even without existing master data.

The special feature: The ORBIS PCC also enables **multi-level costing** and thus allows the assemblies to be broken down very clearly to the lowest level. These costings can be **created based on previously created costings, templates, document parts lists, sales notes, and existing materials**. Costings can also be created without a template, **i.e. "from scratch"**. If required, master data (material master, bill of materials, routing), quotations and customer orders can be generated automatically.

The costing process is simplified by extensive search aids, context menus, and comparisons, as well as intuitive and user-friendly operation.



"Whereas the transfer of the data used to be a time-consuming feat, with ORBIS PCC this task is now completed with just a few clicks."

Uwe Oltmanns, System Analyst Controller of Corporate Purchasing at CLAAS KGaA mbH



Quotation costing with ORBIS PCC

The ORBIS PCC enables significant **shortening of costing times and reduction in manual work** for quotation prices and thus ensures enhanced efficiency in the sales process. Since no master data is needed for costing, you can send quotations far more quickly to potential customers and thus increase the chance of successfully concluding a contract.

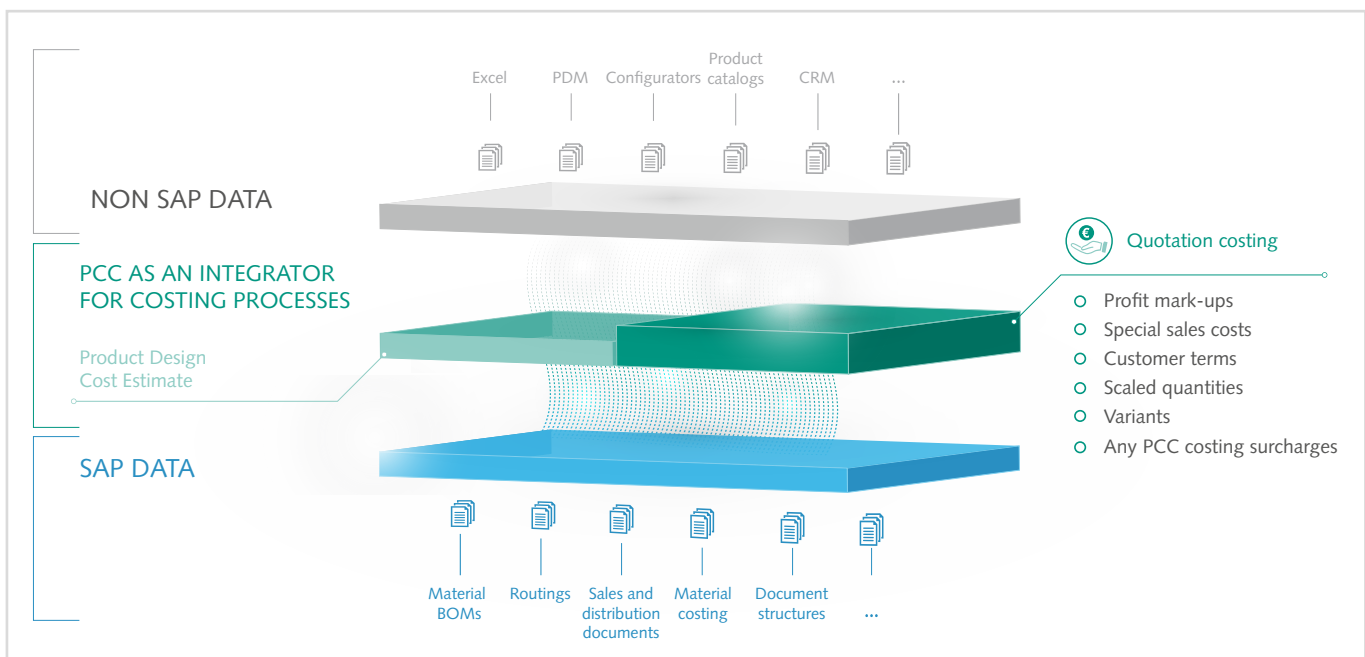
The uniform and valid costing basis means you can achieve **greater transparency** and thus improved traceability in the quotation process with the help of our software. What's more, with the ORBIS PCC you always have **up-to-date data from the leading SAP ERP system**, since our software is 100% integrated in SAP.

No system discontinuity is necessary while you are costing quotations, and the entire pricing process can be done within a single solution. The intuitive interface is an additional benefit of the ORBIS PCC.

ERCO

"Thanks to the partnership-based cooperation of the ORBIS consultants and our internal team, we have implemented all our requirements, reliably solved all the demands which emerged during the course of the project and successfully completed the implementation."

Jörn Escher, Group Manager Product Information Center at ERCO GmbH



Product design cost estimate with ORBIS PCC

New automation technologies and the flexibilization of production mean that many companies now have product ranges involving a large number of variants. When creating new products, **approximately 80% of the costs incurred are already determined during the development and design stage**, i.e. right at the start of the entire product lifecycle. And this is where many companies face a major challenge: A non-transparent and complex costing process outside the leading SAP ERP solution and no option for creating reliable calculations without master data.

The ORBIS PCC serves as an **integrator for the calculation process directly in SAP**. New materials or assemblies for which no material numbers or purchase prices have been entered in the SAP system yet can be added to the costing as **“temporary materials”** with a price and a short text or additional information. Through direct integration into the SAP ERP, the ORBIS PCC can, for instance, **automatically access current material prices, tariffs, or overhead rates**, speeding up the overall costing process.

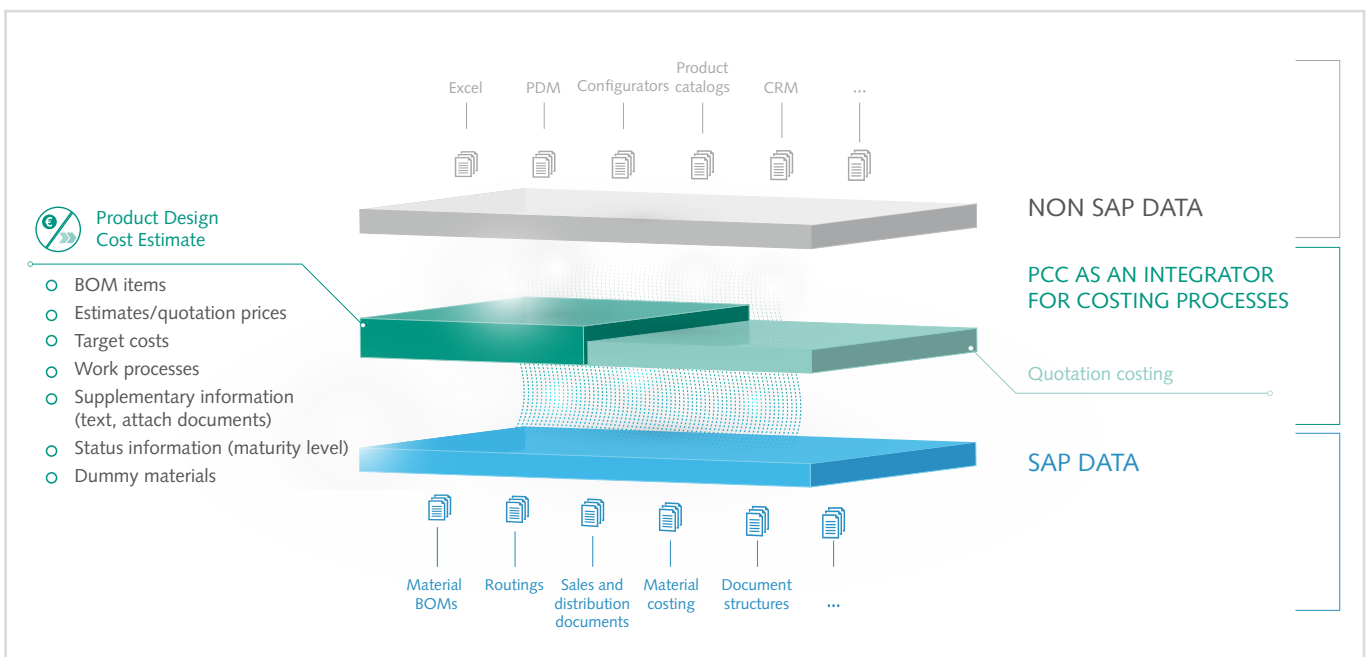
Furthermore, you can save parts list items, quotation prices, target costs, and work steps for every single product. The temporary materials and assemblies,

which don't exist in SAP, can, e.g., be **generated directly as new SAP master data** when the order is placed using a function integrated in our solution.



“With the Product Cost Calculator integrated in SAP, we achieve more speed, quality and transparency in the product design cost estimate. We detect excess cost overruns as early as during the design process, thereby giving us more time for our core tasks.”

Markus Hahn, Head of Product Cost Management at EMAG Holding GmbH



What makes the ORBIS PCC stand out?

Costing that is 100% integrated into SAP

With ORBIS PCC, all the costings and simulations can be created **directly in SAP ERP**. Using complete integration, all the **current data is automatically added from the leading ERP system**, thereby using and expanding a uniform database. On the one hand, this ensures costings with a high level of detail, and on the other hand, it ensures a low error rate.

Costing with and without master data – or a mix of both

The ORBIS PCC enables both costings with **items from existing master data from the ERP as well as without SAP master data**. The result of the simulation can be generated as master data in SAP ERP with one click.

Comprehensive search help for costings

In the ORBIS PCC, you can freely **define and evaluate additional characteristics for each costing according to your requirements**. You can use them to **search** later, which ensures that you **quickly find** existing costings, particularly for a large quantity of different costings.

Costing templates

In ORBIS PCC, you can compile a catalog of objects that are frequently needed for costings and thus **create templates**. If necessary, you can add several elements from the costing catalog in one step.

Attachments of documents or notes

As many attachments as desired can be attached to each costing item in order to provide additional information.

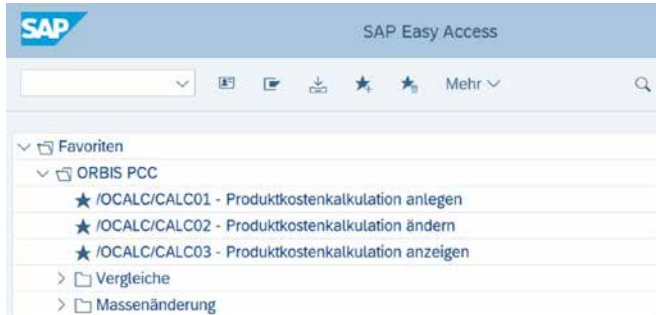
Begin costings via various methods

There are **various ways** to begin a new costing process. It is both possible to begin a new calculation without a template and to use an existing costing as a basis. Furthermore, a costing process can also be started using an existing material number with the applicable product structure or a sales document.

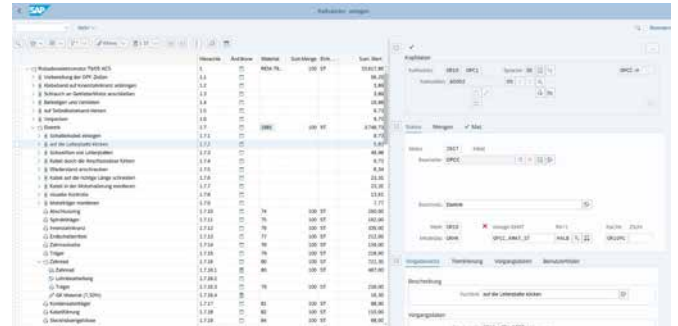


Key features at a glance

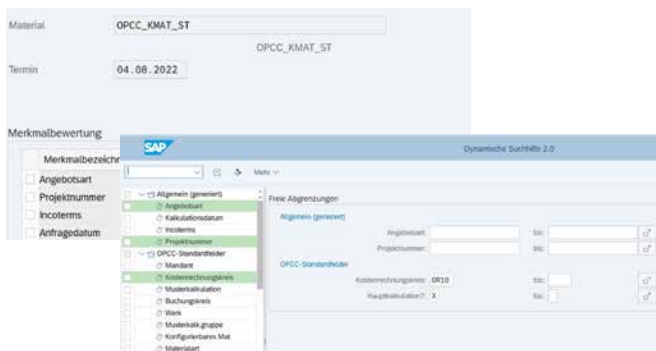
Costing that is 100% integrated into SAP



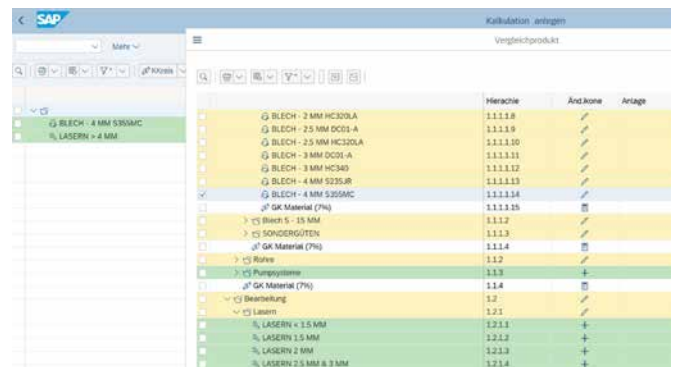
Costing templates



Costing with and without Master data



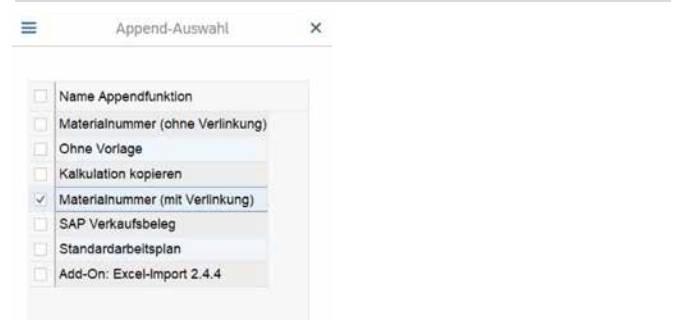
Attachments of documents or notices



Comprehensive search help



Begin costings via various paths



What is an example of a quotation process in ORBIS PCC?

A customer or prospect requests a product with **individual change requests**. Sales enters the inquiry in the SAP system and passes it on to the costing department. With the help of ORBIS PCC, all the costs incurred for the product in question are now calculated – directly in SAP, with or without existing master data.

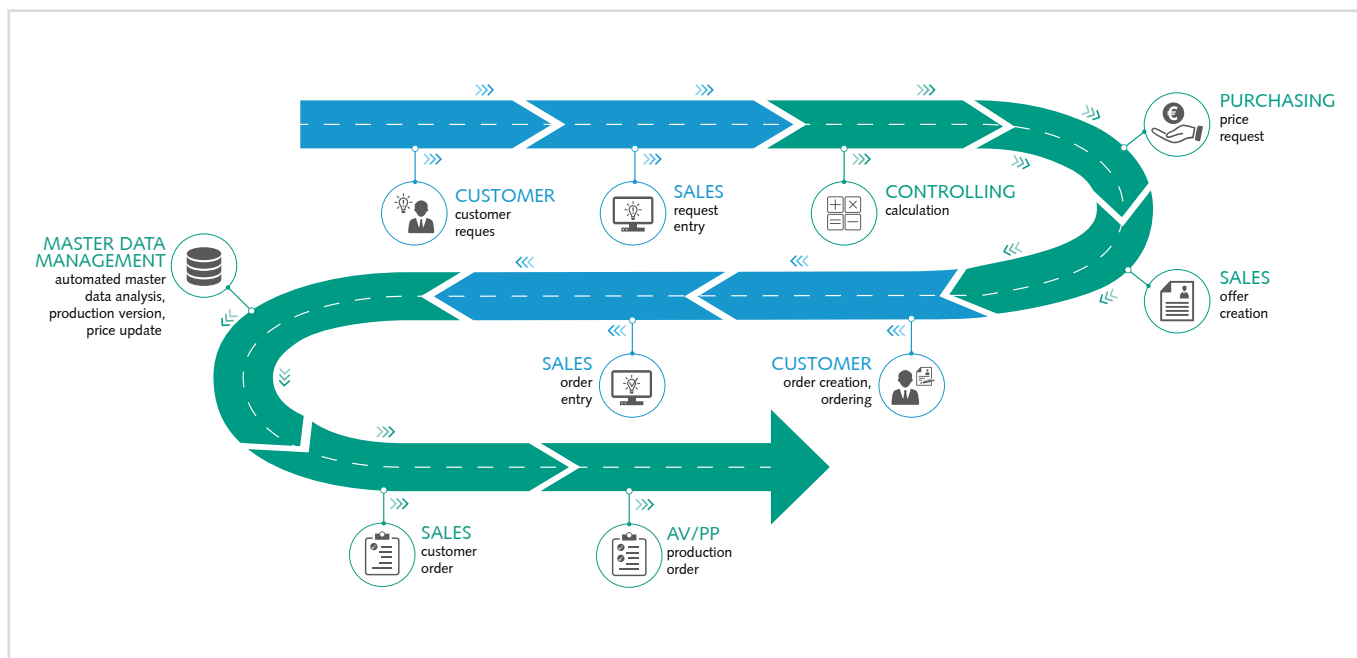
The integrated **status management and workflow functionality** enables the costing department to obtain the information it needs from other departments (e.g. Purchasing) and to further refine the product's costing.

The result of the costing can be easily transferred to the Sales department thanks to the same functionality. It can still add customer-specific discounts or

surcharges and finally determine the quotation price. The **quotation can be prepared directly from ORBIS PCC** and then sent to the customer. Quotation changes can be easily and clearly mapped using the integrated version management.

If the prospect actually orders the requested product, the master data that doesn't exist in the SAP system yet (material, bill of materials, routing, etc.) can be **created automatically** from ORBIS PCC at this point and the **SAP customer order** can be prepared.

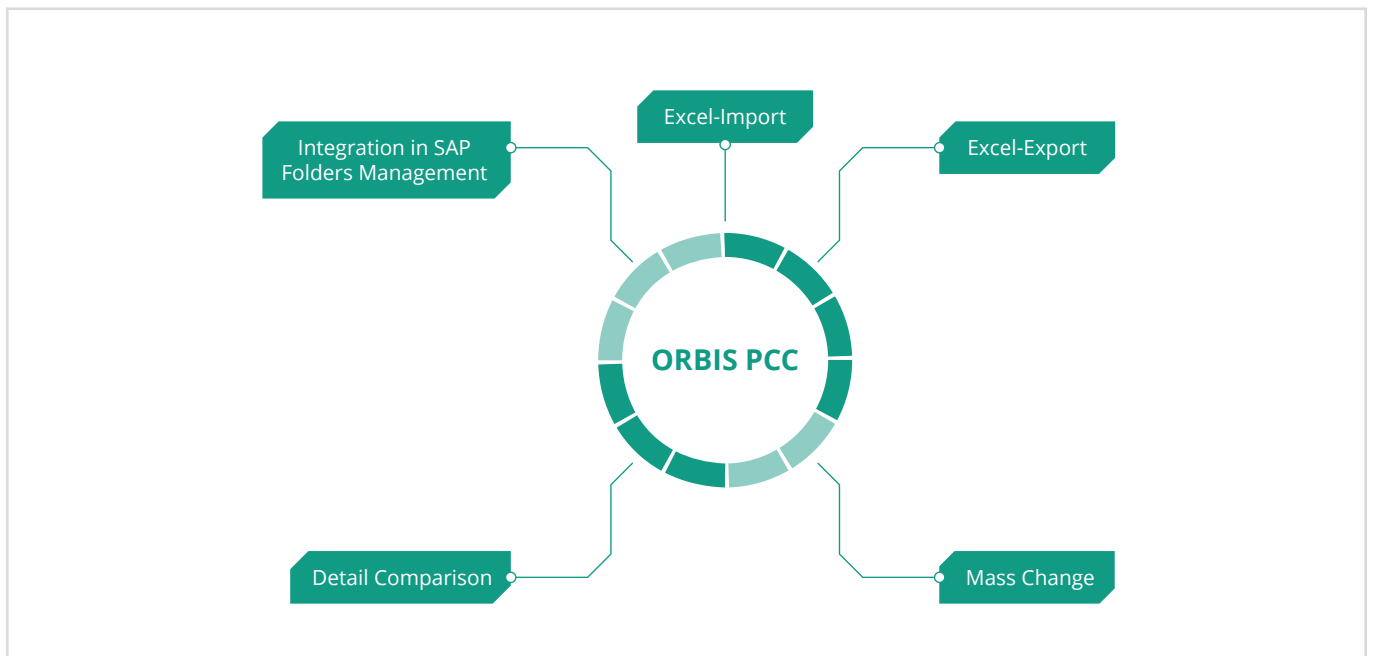
It's also possible to create an SAP production order directly from our software.



The ORBIS PCC add-ons

In addition to the ORBIS PCC Standard, there is a series of additional functions that can be added as needed:

- ◆ The transfer of a pre-defined Excel structure to the ORBIS PCC works with the assistance of the **Excel Import** function. For instance, data can be easily imported from other systems into the ORBIS PCC.
- ◆ **Excel Export** enables you to export any data from the ORBIS PCC to Excel. Customizing can be used to freely define the structure and content of the Excel file.
- ◆ Using the **mass change** function, changes to several costings can be quickly and easily simulated or carried out in a production run. The productive run mass change can be carried out directly in the current version, in a new version, or as a copy of the costing.
- ◆ Thanks to the integration into the SAP Folders Management, a bracket can be illustrated around the entire costing process, including all costings and the corresponding versions. Furthermore, you can save additional information, documents, and SAP objects to the costings. Process routes enables additional departments to be included in the costing process for the purpose of procuring information or permissions.
- ◆ This detail **comparison** offers the option of comparing different costing versions down to the lowest level to make tracking changes or costing deviations easy.



Your personal requests

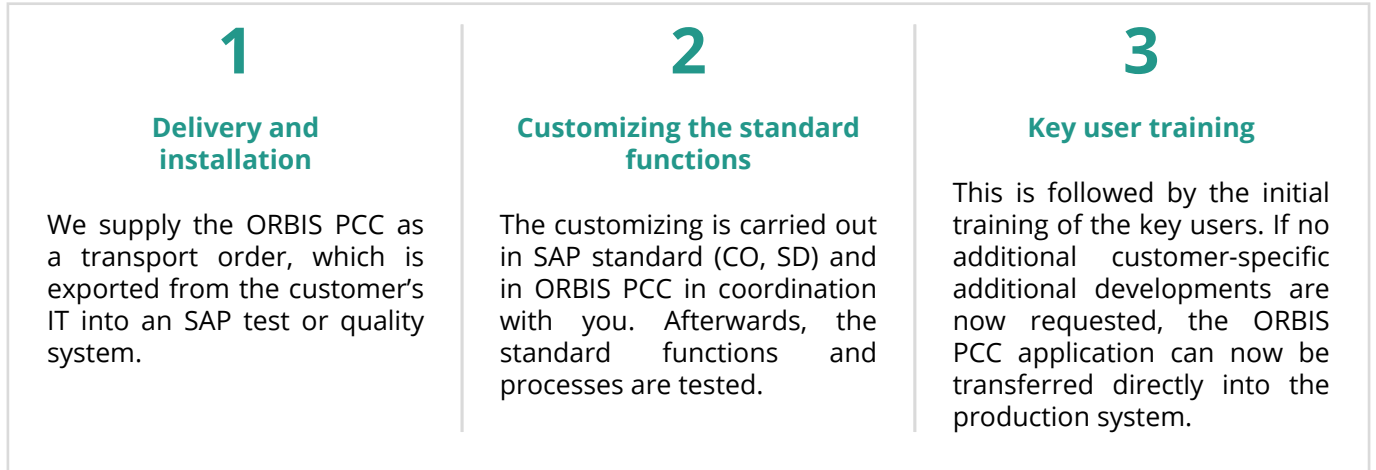
Do you have additional requirements that are currently not covered by ORBIS PCC? Feel free to contact us and, in a personal conversation, we can discuss which **customizations** we can develop for you.

These companies already believe in ORBIS PCC



We support you in optimizing your costing process!

Add the ORBIS PCC in just three steps:



As such, a project can be implemented with the ORBIS PCC standard functions **in approx. three months**. After the successful implementation, we will of course provide assistance and support.

Do you still have doubts? Simply test the ORBIS PCC yourself with your own data!

We offer you the option of testing ORBIS PCC on your **own SAP test or Sandbox system**. To that end, we assist you through a **4-week discover phase** in which you can see the functions and benefits of our solution yourself. You only need a copy of your SAP production system that should be no older than 12 months, and you need to participate in a **two-day Discover Workshop** in which we go through and test pre-defined costing processes. Before the start of the workshop, the necessary customizing is performed in ORBIS PCC and the SAP test system is adjusted accordingly.





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