

There are processes which put you in a
gold-digging mood!

Real treasure in the form of a huge benefit, which you can reap
in a matter of a few steps using our reliable tools.

This folder will lead you to your own pot of gold. Let us show
you how **bop** and **InterBop** can improve your paper roll
procurement!

[C:1 Industry Projects & Solutions GmbH](#)
[Osterbekstraße 90c](#)
[22083 Hamburg](#)

Stand Hamburg 3.2.2008

Contents

1	What is Business Object Paper?.....	2
2	What is InterBop ?.....	5
3	Your benefits	8
4	Our references in the publishing industry.....	10
5	Why choose C1 INDUSTRY Process Optimisation?	11



1 What is Business Object Paper?

"Business Object Paper" - **bop** - is a solution for supporting the process of paper procurement. It is fully integrated in SAP and is an ADD-ON to SAP materials management.

On the one hand **bop** is geared towards administration, purchasing and billing, and on the other hand **bop** is based very close to the paper-relevant process using its functions. It also provides ergonomic surfaces based on paper rolls for handling in the paper warehouse.

If you wish to speed up communication with your suppliers, then we would recommend papiNet®. **bop** is used to communicate on the Internet regarding orders, delivery notes and invoices, as well as data relevant to paper roll data, like damage reports, information on quality and inventory summaries.



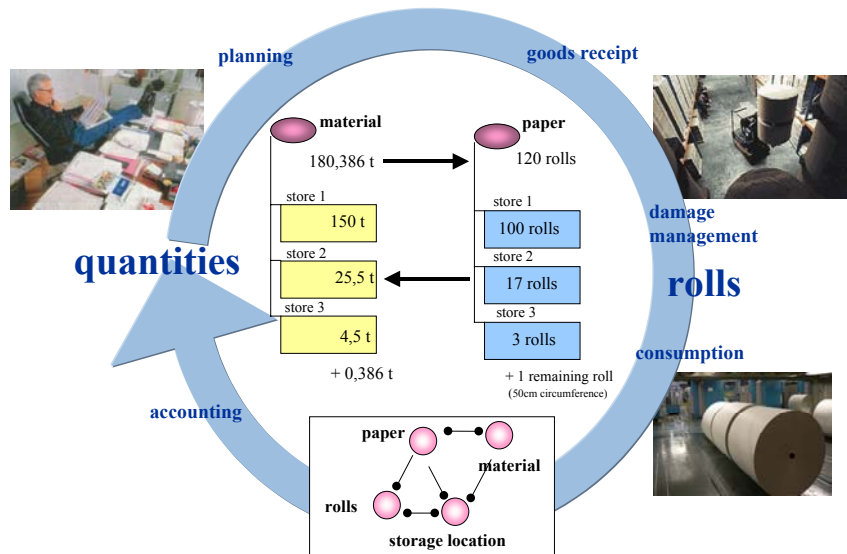
bop is link between manufacturers and newspaper / magazine production. As paper is a natural product, fluctuations can be expected in the properties. Hence it is a matter of prompt, individual and up-to-date reactions. An automated data flow ensures that relations remain stable, hence there are less fluctuations in quality and less waste paper in printing. Transparency is a "garbage product" in this process. As **bop** "sits at the heart of SAP®", there are absolutely no problems in billing, also inter-company / inter-group: quickly, directly and transparently.



Do you encounter poor accounting or a lack of it, difficulties in communication, a lack of oversight regarding warehouse stock, too much waste paper, very poor paper quality as part of the day-to-day challenges in your procurement process, then **bop** will provide you with perfect solutions and will help you to stabilise the process, minimise your costs, create transparency and simplify the entire operation. In face of the high cost of paper significant cost savings can be achieved with just a little bit better paper price or less waste paper.



The secret behind **bop** - business object paper - is the dual inventory management. Where mass volume is main business, then the system focuses on high volumes. When it is a matter of identifying a particular roll, then **bop** goes into detail. Each roll is given a traceable history, and each step can be proven and cancelled. There is no longer any problem in assessing damage. If required, the supplier can obtain information, quickly and directly, about his paper during printing using papiNet®, allowing him to react immediately. For instance, the paper quality can be improved even during the printing process with job printing - just in time.



Business Object Paper provides functions for:

- Planning and scheduling
- Inventory management, such as
 - Receipt of goods,
 - consumption,
 - restorage,
 - stocktaking and
 - cancellations or
 - partial cancellations of actions,
 - return delivery,
 - sale,
 - recutting,
- use of advice notes and electronic delivery notes,
- use of consumption data from production systems, (consumption, damage, restorage),
- quality management,
- damage reporting, such as
 - breaks,
 - throughput damage,
 - partial damage,
 - total damage,
- damage assessments, allowance observations,
- Billing of paper,
- All types of evaluations, target-performance comparisons in quality and results

We can also supply **bop** with printing object master data, paper requirement designation and scheduling for magazine and job printing based on the printing object. It goes without saying that **bop**, as a SAP-ADD-ON, operates in your language.



bop provides all the necessary functions close to the process, i.e. no skipping lots of masks, no compromises. The employees are released from routine jobs and can deal with "special cases". The process does not depend on particular persons.

We are also non-compromising as regards interface technology:

- A distinct division between production and business administration in technology,
- but optimised and automated data flows.

We use modern IT tools in the SAP environment: mySAP.com[®], SAP-Netweaver[®] XI and pontoon Messenger X/P, X/D in the Internet environment.



- ✓ Focus on the activities of the procurement process
bop is neither a logistics nor a production system
- ✓ Concentration on the supplier relationship
- ✓ Full integration into SAP[®] - Inside the business
- ✓ Exceedingly communicative - Internet accessible
- ✓ Process monitoring
- ✓ Target vs. Actual Comparison – you see the different

“Business Object Paper“ is tailor made to fit your company,

guaranteed !

... with Return on Investment very soon afterwards.

And as from tomorrow you can take a more relaxed view towards your paper provision.

2 What is InterBop ?

The challenge in logistics and organisation

Example: parent company and holdings and subsidiaries

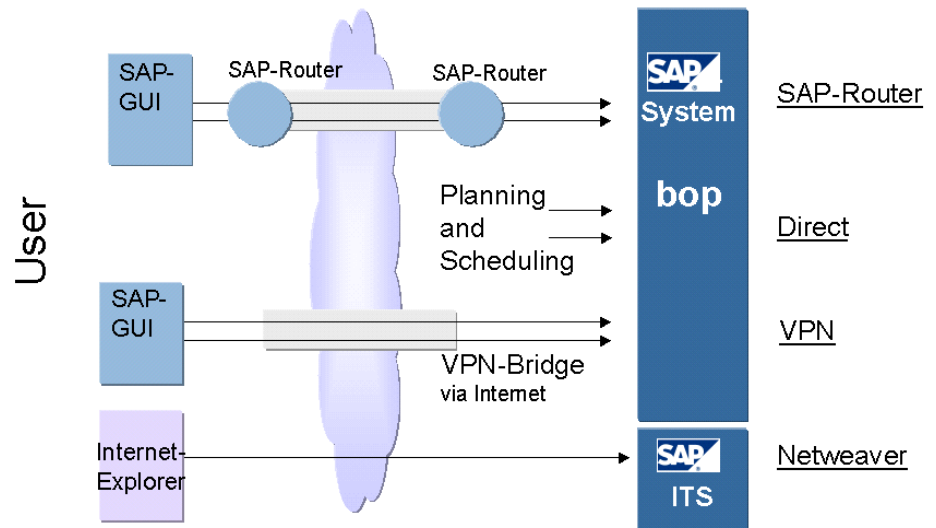


Publishing houses and printing corporations do not only have one central printing plant, as that would pose an absolute logistical challenge. Pressure resulting from costs and sales requirements ensure that many printing sites and printing premises are networked, and printing is done increasingly abroad or on a European basis.

The result of this is that although the printing plant has the right business tools on its doorstep, it cannot produce economically enough due to staffing costs, and that external, foreign printing sites work with insufficient control although the economic parameters are often different to one's own. This unsatisfactory situation can be rectified quickly and effectively.

Connection types

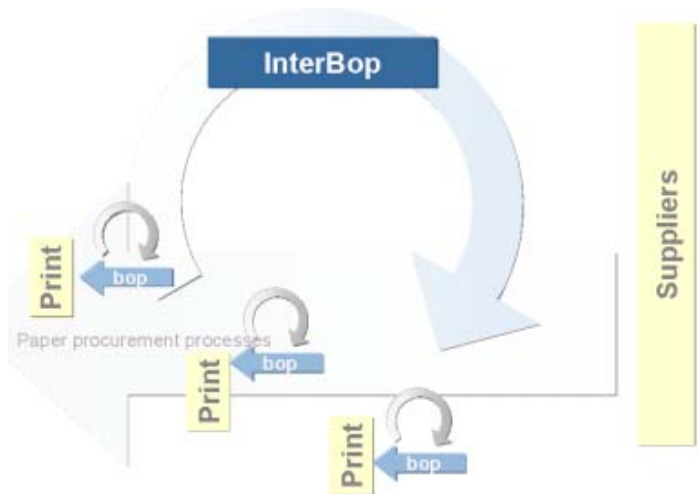
Business Object Paper operates on SAP and has already proved its worth on domestic printing plant premises. If an external printing site already has a SAP system in use, then an installation of a bespoke **bop** system is a small and economic step, because one's own benefits are just as important at an external printing site.



Even where almost no data processing is used, there is certainly Internet and, hence, access to a central **bop** system for all external printing sites.

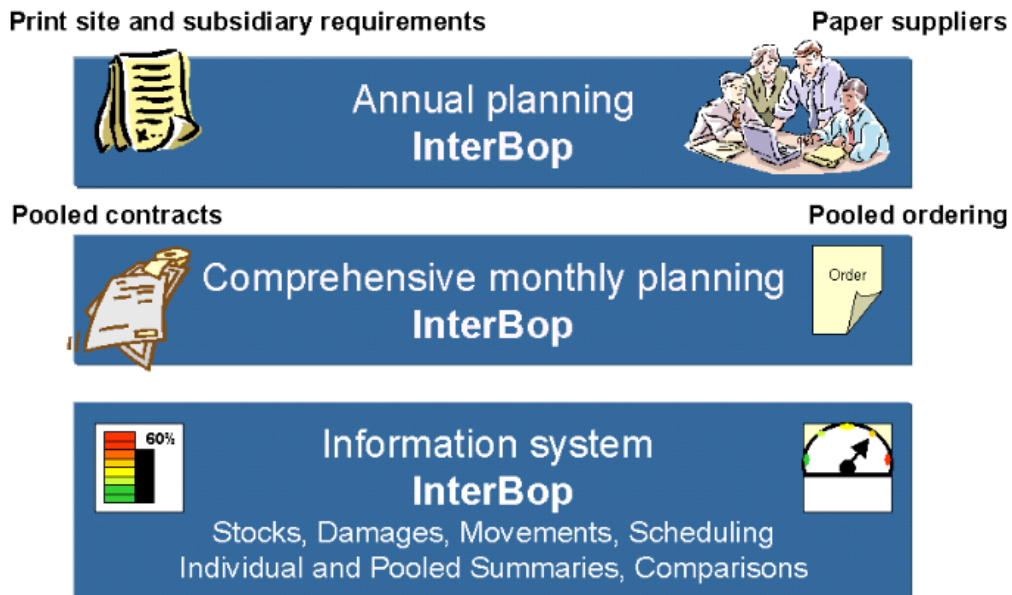
The external printing sites where **bop** processes are installed can be adjusted individually and confidentially within the group of companies. Each individual paper procurement at any one particular site is operative and efficient, as described above for Business Object Paper. The exchange of data between the systems takes place with secure SAP IDOC communication.

If all powerful and dynamic printing sites can now be coordinated and head in the same direction, the benefits achieved can climb extensively. This is the objective of **InterBop**.



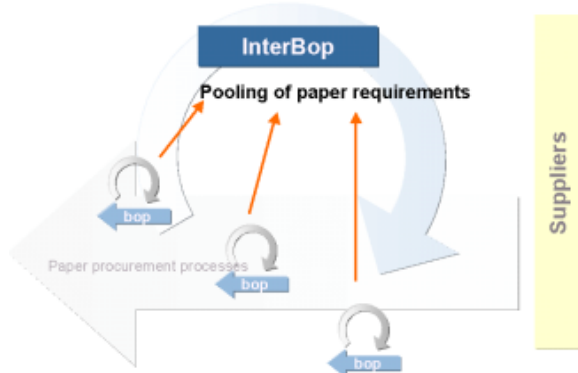
InterBop is a coordinating process which intervenes in the procurement process, meaning that all printing and external printing sites can be coordinated. However, even more complex – useful – structures are feasible.

Apart from the tried and tested data processing concept the **InterBop** modules include:

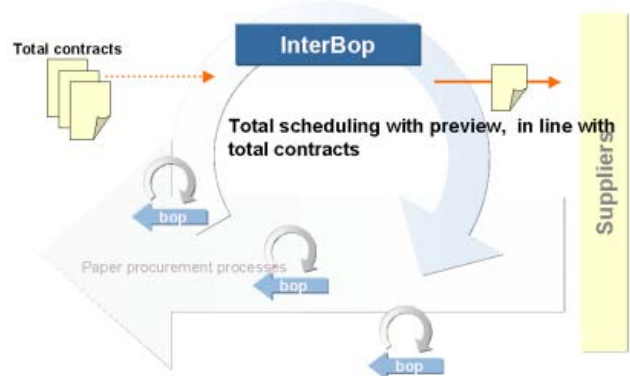


The process example below illustrates a possible scenario with the following potential:

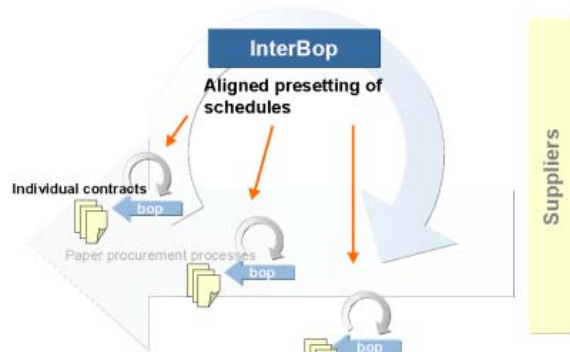
- The individual printing sites notify their respective annual and monthly requirements to **InterBop**.
- The allocations to suppliers and certain printing sites are determined as a result of the monthly requirements and the overall contract fulfilments.



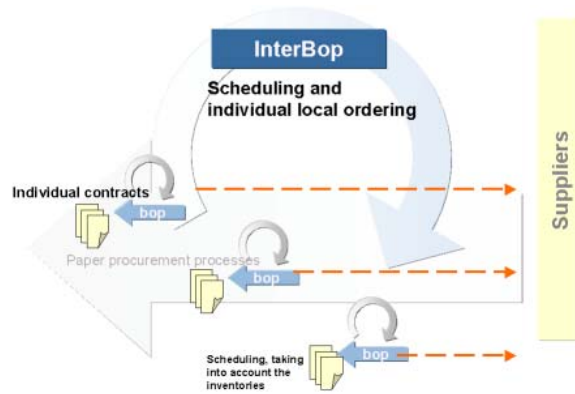
- All requirements are collated by **InterBop** (time/ quantity/ type).
- In terms of the annual requirements, this provides the basis for negotiations of new contracts with the suppliers. In this case evaluations and comparisons concerning damage, types and suppliers are referred to as well as the overview of jointly used contracts, and an attractive paper price can be negotiated as a result.



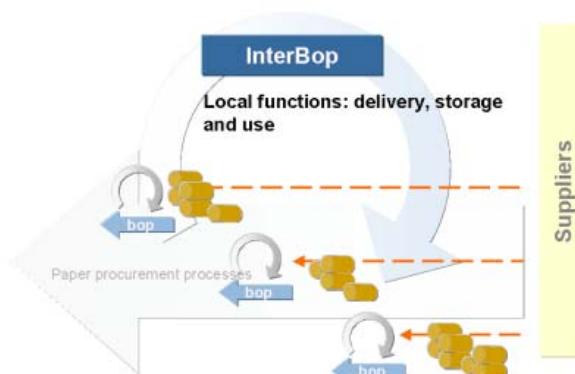
- The overall view is sent to the suppliers as a preview.



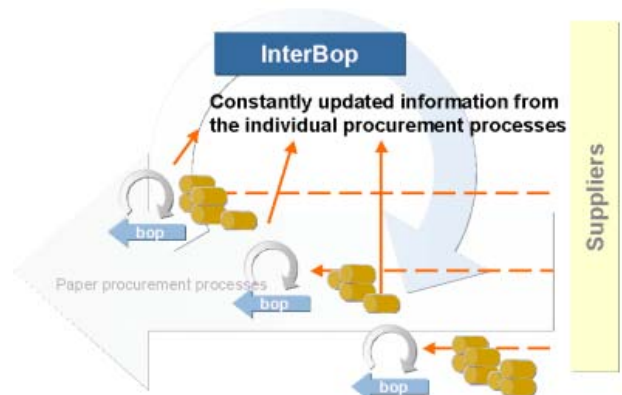
- The respective printing sites receive the individual schedules as a scheduling parameter. Scheduling can be prepared automatically using the planning /subdivisions.



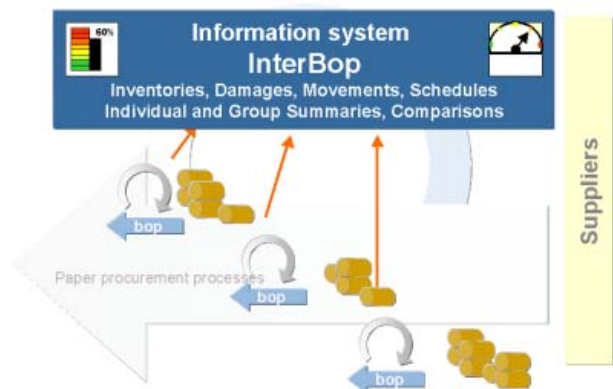
- Each of the individual printing sites then send the SAP orders prepared from the scheduling divisions to the suppliers. The delivery logistics and warehousing is carried out at the printing sites.



- All actions are documented in a summarised form and conveyed to **InterBop**.



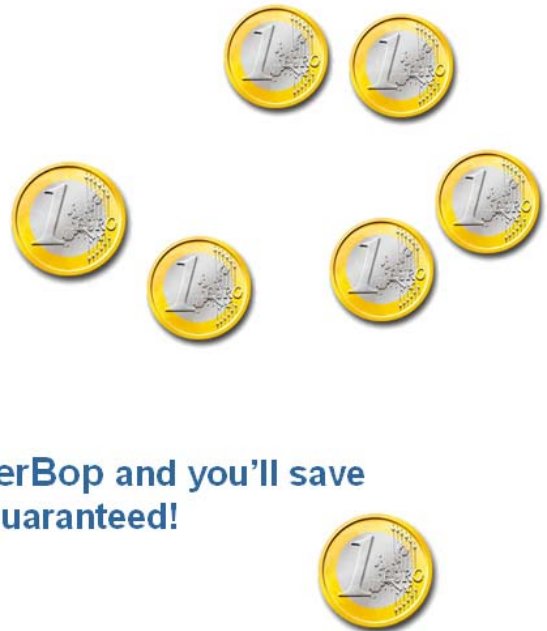
- **InterBop** then obtains an overall picture of inventories, movements and damages. This information can be consolidated on a collective basis using the information system (e.g. various currencies) and rated, assessed and compared.



- By collating information on quality and damage on a broad, consolidated and fair basis, good prerequisites are created for negotiations with paper suppliers.

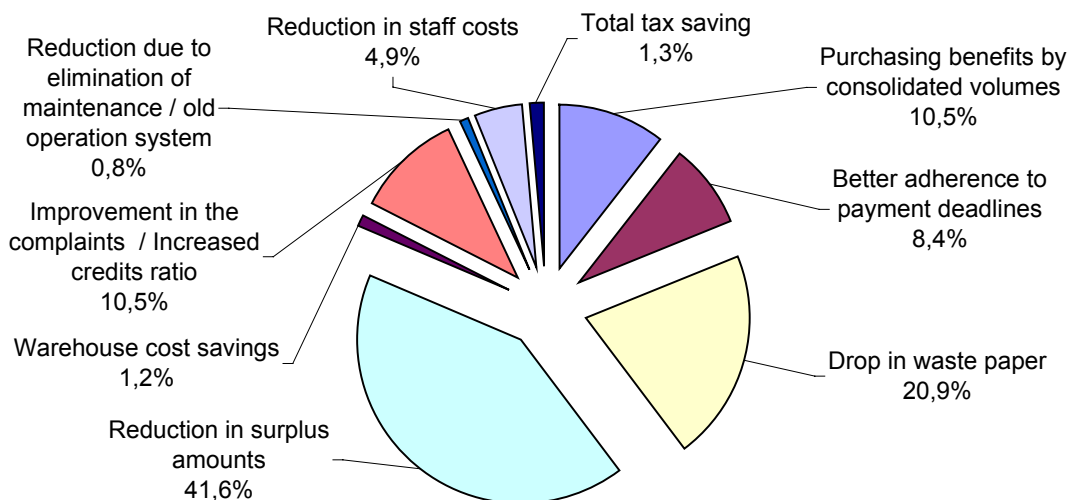
3 Your benefits

Per ton of paper, per annum
bop saves you more than
5 € ... 10 € ... 15 € !



Start using InterBop and you'll save even more - guaranteed!

As is always the case, everything begins by saving money. Paper is one of the main cost factors with newspaper and magazine printing. Cost savings in this respect have a high impact. Efficient paper procurement is brought about by an interaction of several factors. The data-processing solution of "Business Object Paper" ensures transparency and organisation and creates an ideal prerequisite for cost savings. The following diagram shows a typical breakdown of the savings:



There will be variations recorded on a case-to-case basis, but one thing is certain: In conjunction with all forces concerned cost savings will amount to more than the aforementioned € 5 per ton of paper per year.

It would be unfair to reduce everything just to costs, since **bop** offers many more advantages:

Advantage, function	Benefit		
Roll identification (IFRA-barcode), RFID	Transparency	Billing of consumption immediately upon recording of consumption	Accounting objects in SAP (for other accounting areas/companies too) immediately, transparent, confidence, relaxed in-company relations
Damage record (based on rolls)	Clear portrayal of the quality situation	Up-to-date, reliable depiction of paper, warehouse and damage situation	Trusting relations with suppliers, more economical paper price, successful complaints quotas, willingness for flexible reactions in a special case
Damage management	Continual paper quality and reduction in the quota of wasted paper during printing		
Quality management (based on roll, batch or type)	Clear portrayal of the quality situation	Planning, scheduling	A continual compliance with contract, trusting relations with suppliers, more economical paper price and stocked warehouse as required, no worries concerning reserves are necessary
Recording of roll, dual inventory management; locations	Secured availability; reliable warehouse stock; no skeletons in the warehouse		

Cooperation spanning across several printing sites using **InterBop** (participating interests, subsidiaries, external printers) offer additional advantages:

Advantage, Function	Benefit
Coordination between printing sites	Transparency, paper price
Superordinated planning	Continually coordinated compliance with contract,
Logistics coordination	availability, efficiency
Live information	Transparency beyond borders
Information system: Overall status, inventories, consumption, availability	Transparency, continuity, reliability; transparency, comprehensive logistics; efficiency

On the whole, the beneficial effects are so great that **bop** and the project work associated with it can pay for itself after only 1 year in use in a medium-sized printing house.

4 Our references in the publishing industry

We have been implementing solutions in the printing environment with SAP for many years now. We would gladly provide you with reference contacts. Please find below a sample of our references:

Business Object Paper and Process optimisations - installations

axel springer 



VERLAGSGRUPPE

WAZ
»**MEDIEN**
GRUPPE


RHEINISCHE POST
ZEITUNG DER POLARISCHEN UND RUSSISCHEN ARBEITER
WZ ESTDEUTSCHE ZEITUNG

bop installations for:

- 3 daily newspaper print works
- 2 magazines / gravure print works
- papiNet- different messages
- 1 magazine print works
- c. 10 third-party print works
- 5 newspaper print works in German
- 2 newspaper print works in Bulgaria
- 2 newspaper print works
- papiNet delivery notes

Maintenance and service management

Process optimisation and solutions using the ADHOC quick recording (printing plants only)

axel springer 



WAZ
»**MEDIEN**
GRUPPE

MEDIAprint

- Since more than 10 years at 7 destinations: ADHOC-easy working fornt end and many other functions
- Since 7 years with optimized handling and best interfacing to the production: ADHOC, documentation system
- In 2 detinations: ADHOC company overspanning
- In more than 2 detinations: ADHOC easey to use

Process optimisation and consulting in the publishing house environment

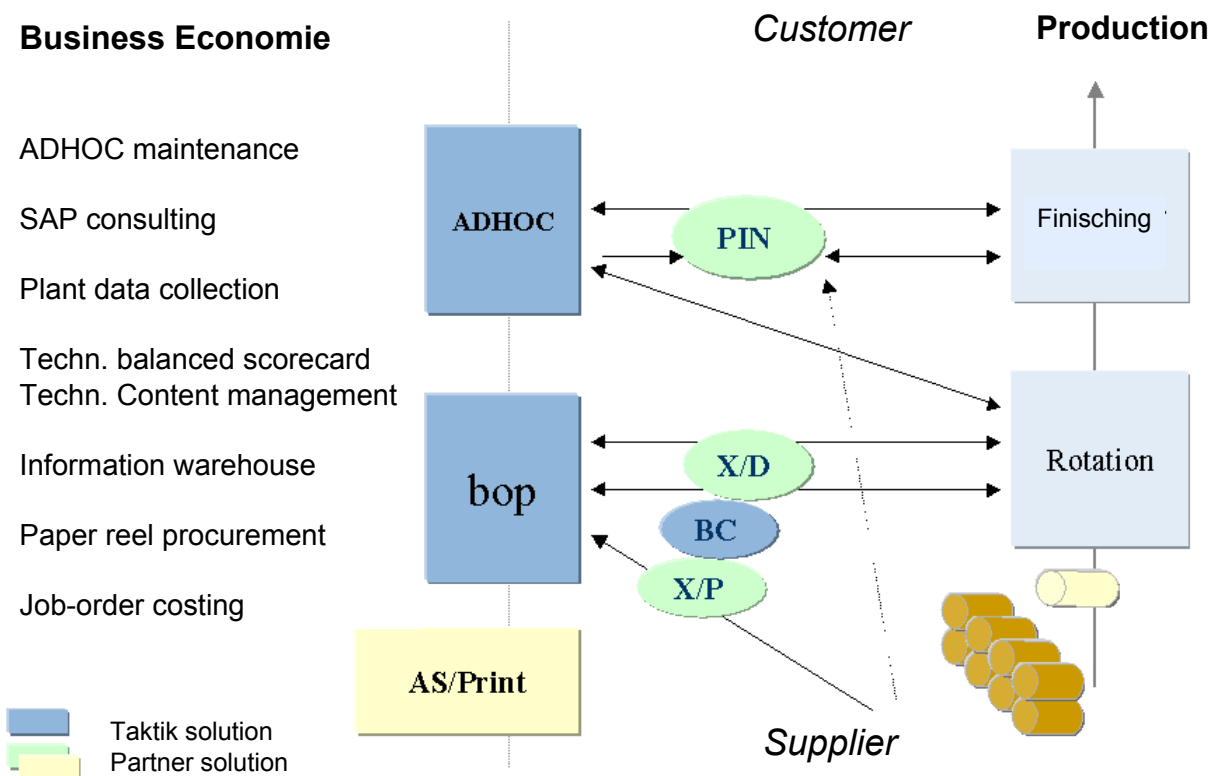
XENOS

- Childen's book publisher

5 Why choose C1 INDUSTRY Process Optimisation?

Our solutions...

We work together with partners in order to round off our services on offer and to complete support possibilities. This enables us to achieve modern, stable and economical solutions for your tasks encompassing production through to business management.



...we build links between the systems.

We have been focussing on material and dataflow management in the printing industry for fifteen years.

Our goal...

... to relieve you of the entire routine tasks by merging network-supported communication with your suppliers, information from process systems and SAP-R/3[®] and to release your resources in order to solve special situations as well as to encourage further development and expansion of your company.

Our offer...

... focuses on the integration of the entire procurement and printing process between supplier, external printers, printers down to billing of consumption. In this respect we can offer you our tried and tested solutions, such as Business Object Paper and ADHOC maintenance.

Our experience...

...dates back many years and includes: SAP[®], mySAP.com[®], SAP-Netweaver[®], process visualisation in the SAP[®] environment, maintenance using SAP[®], procurement, document organisation, information systems, complex data processing systems, networked-based communication, project management and methods of analyses are at your disposal.

C:1 Industry Projects & Solutions GmbH
Osterbekstraße 90c
22083 Hamburg

T (+49) 040 / 52 388-200

F (+49) 040 / 52 388-111

M (+49) 0176-24 57 16 27

E <mailto:jharsen@c1-ips.com>

W <http://www.c1-ips.com>