The booming automotive industry offers its market players opportunities to gain strength by positioning themselves the right way. Original Equipment Manufacturers (OEMs) are developing new mobility concepts, establishing their brands, and further expanding their business lines in the financial and service sectors. Retailers are heavily involved in this, and vendors are offering complex systems. At the same time, they are trying to increase margins by adding services for customers. Logistical processes are becoming increasingly integrated—with the involvement of subcontractors and logistics service providers.

This continuous consolidation and change requires scalable processes, organizational structures and data. The processes must be able to adapt to the different requirements and they must be standardized to increase efficiency. An additional challenge is modularizing the processes to divide them into individual services, which can then be combined into new end-to-end scenarios. Processes from the existing portfolio are modified in this way to accommodate new or changing situations.

Automotive.PerformanceREADY is the first consistently process-oriented turnkey solution based on preset SAP® best-practice processes. It enables rapid and cost-effective implementation of SAP solutions and continuous optimization for customers from the automotive industry.

Take advantage of opportunities and win market share

Bring every process under control

A sophisticated IT structure is essential to establishing a stable and flexible process structure by helping processes support business goals.

Automotive.PerformanceREADY’s preconfigured best-practice processes help companies quickly and cost effectively map and adapt processes along the supply chain in the automotive industry.

Both make-to-order and make-to-stock scenarios are taken into account in order processing. Third-party logistics services and the extended workbench are integrated into the process as well, and necessary organizational steps outside of the ERP system are taken into account. Extensive configurations of the process variants are available for the entire supply chain’s core processes, as well as for such support processes as master data maintenance.
Automotive.PerformanceREADY offers the automotive industry a complete solution that combines software and industry expertise with industry-specific processes on the basis of SAP best practices.

Beyond the basic processes, the following industry specifications are some examples of those also covered:

**Sales:**
- Delivery schedule processing with EDI (e.g., JIT/JIS)
- Orders and payments variations

**Procurement:**
- Scheduling agreement processing with EDI (e.g., JIT outbound)
- Subcontracting

**Quality management:**
- Integration in production and procurement
- 8D report
- Vendor evaluation

**Production:**
- Repetitive manufacturing and production by lot size
- Packaging in production
- Integration of shop-floor level
- External processing

**Logistics:**
- Empties and returnable packaging processing
- Kanban
- Handling unit management

**Quick and measurable success instead of coincidental results**

Automotive.PerformanceREADY uniquely integrates business and IT. Access to SAP® Solution Manager ensures future-proof processes, while fluctuations in process efficiency can be identified and eradicated after system go-live with the automatic process measurement functionality of ARIS Process Performance Manager (PPM). Documenting all value-added processes in ARIS for SAP® Solutions provides the basis for corporate compliance, ISO certification, GRC, GXP and more.

**Key benefits**

- Low project risk as a result of reference processes in ARIS and preconfigured industry solutions for process-oriented implementation of SAP solutions
- Preconfigurations save time and money
- Re-use of central standards (templates, guidelines, examples) from SAP Solution Manager
- Process environments that are understood enterprise-wide, thanks to BPM expertise and industry know-how mapped in ARIS for SAP Solutions
- Scalable solution for businesses of all sizes, from small- and mid-sized enterprises to major corporations
- Sustained process efficiency and ongoing performance monitoring via ARIS PPM
- Proven ARIS technology supports fast, precise customization of ERP, SCM and CRM systems
- Standardized, transparent processes across the enterprise allow future-proof growth

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