

# Empowering Employees and Transforming Businesses

The Value of SAP S/4HANA for Forest Products, Paper and Packaging

Illumiti.com



Illumiti is a member of United VARs, which is an SAP Platinum Partner.

**illumiti**  
Realize your vision

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# Illumiti at a Glance



**200+**  
Happy Clients



**400+**  
Consultants



**31**  
SAP S/4  
Implementations



**95M+**  
2020  
Revenue



**7**  
Offices  
Worldwide

Illumiti helps customers optimize their operations by implementing SAP® software solutions faster, at a lower cost, and with less risk.

# Speakers



**Gary Braunscheidel**  
**CTO, Baillie Lumber Co**

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Gary is a business thinking I.T. Leader with over 25 years of experience buying, building, and deploying technology and business solutions helping business management deliver results which reflected positively on the bottom line. Starting as a Software Engineer working with the military developing and testing software, spending 17 years in wholesale distribution designing and developing ERP and custom applications growing sales and reducing costs, engaging in the startup community, and finally manufacturing, Gary built talents for bridging the gap between business requirements and technology, developing business cases, and conducting benefits analysis helping executives leverage technology to run their business.



**Lon Cohen | SAP Solutions Architect, Illumiti**

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Lon Cohen is an Information Technology leader with over 20 years of experience in SAP, across many modules and products. Lon has been with Illumiti for 3 years working with a variety of businesses within the Mill Products sector such as Baillie Lumber. Lon has a strong track record of success in delivering integrated solutions, across diverse platforms with cross functional teams.

Lon received a Bsc, Industrial Engineering from The University of the Witwatersrand

## 02 – Introducing Baillie Lumber

# Background

## Baillie Lumber: A Solid Business with Sound Environmental Practices for Sustainable Forest Management

Founded in 1923, Baillie Lumber has emerged as one of North America's largest hardwood manufacturers, distributors and exporters. The company has grown from regional supplier of domestic hardwoods to an international hardwood manufacturer that can ship its lumber to any region of the world.

Baillie's hardwood manufacturing facilities are spread north to south in the eastern United States. Partner mills and suppliers in the U.S. and internationally supplement their own hardwood manufacturing capabilities, giving Baillie a level of breadth and availability unmatched by other hardwood manufacturers.



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of North America's largest hardwood manufacturers, distributors and exporters

# Challenges and Opportunities

## Staying A Cut Above the Rest

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- Growing through acquisitions, looking to move away from legacy Oracle data warehouse and incorporate more powerful business intelligence capabilities
- Three companies using different ERP platforms, causing difficulty for sales to access real-time inventory data, for example; highly manual interaction for order entry and other standard practices



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The number of legacy ERP systems replaced by SAP S/4HANA

# Why SAP and Illumiti

“The ability to get real-time information and create ‘live’ models is a big advantage with SAP. We can now offer more capabilities and ultimately unleash entirely new dimensions to our core competencies. Our time to market is faster than ever.”

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- Concluded no other solution or partners as ideal for digitizing operations... a “clear willingness to help us succeed” mirroring Baillie’s own core value in serving its customers and “going beyond the ‘sale’”
- Industry expertise matters, having an understanding of our organizations complex global lumber trading business
- Ability to have an Illumiti customer participate throughout the presales cycle



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...brands comprise Baillie business, with SAP supporting end-to-end success



# Value Driven Results

## Growing the **Right Way** with a Unified ERP

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- Cleaner accurate data across enterprise, including for materials, costing and inventory management
- Streamlined processes and governance from manufacturing and order-to-cash through fulfillment
- Standardized ERP solution much easier and more cost effective to leverage, maintain and upgrade
- Provides broader visibility to inventory with a more efficient quote and sales ordering, capacity planning and forecasting to customers



# 03 –Understanding Customer Needs

Creating Baillie’s custom Sales Matrix



# The Situation

Hosted on HEC

Finance

Sales and  
Distribution

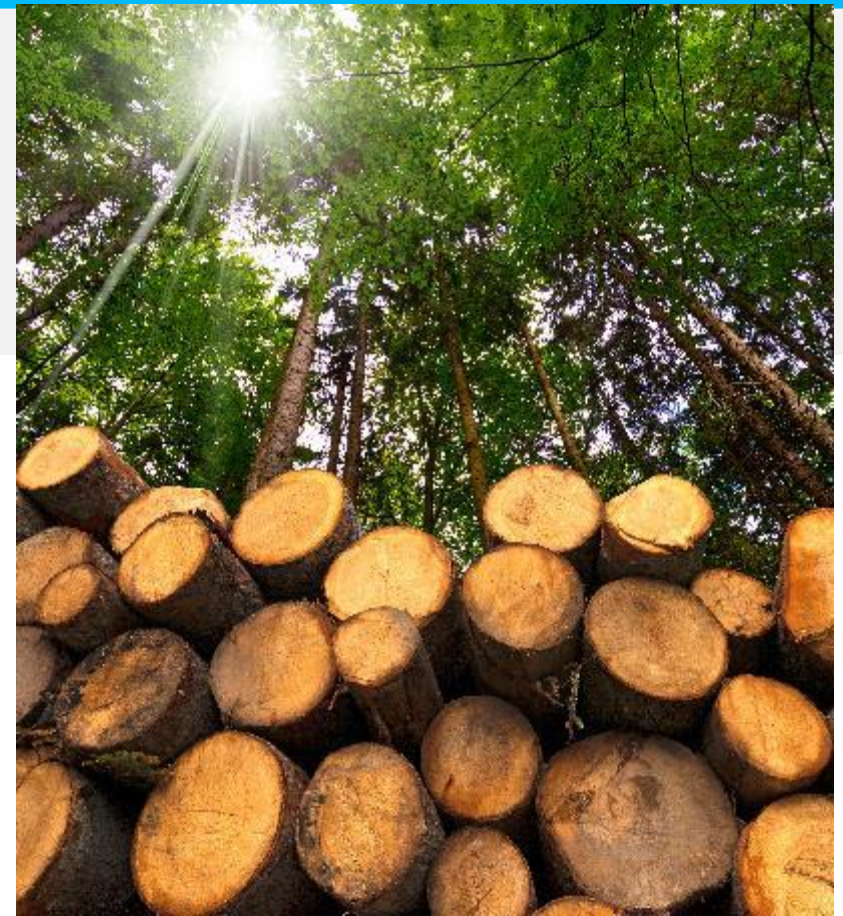
Materials  
Management

Production  
Planning

Global Trade  
Management

Transportation  
Management

Cloud  
Platform  
Integration

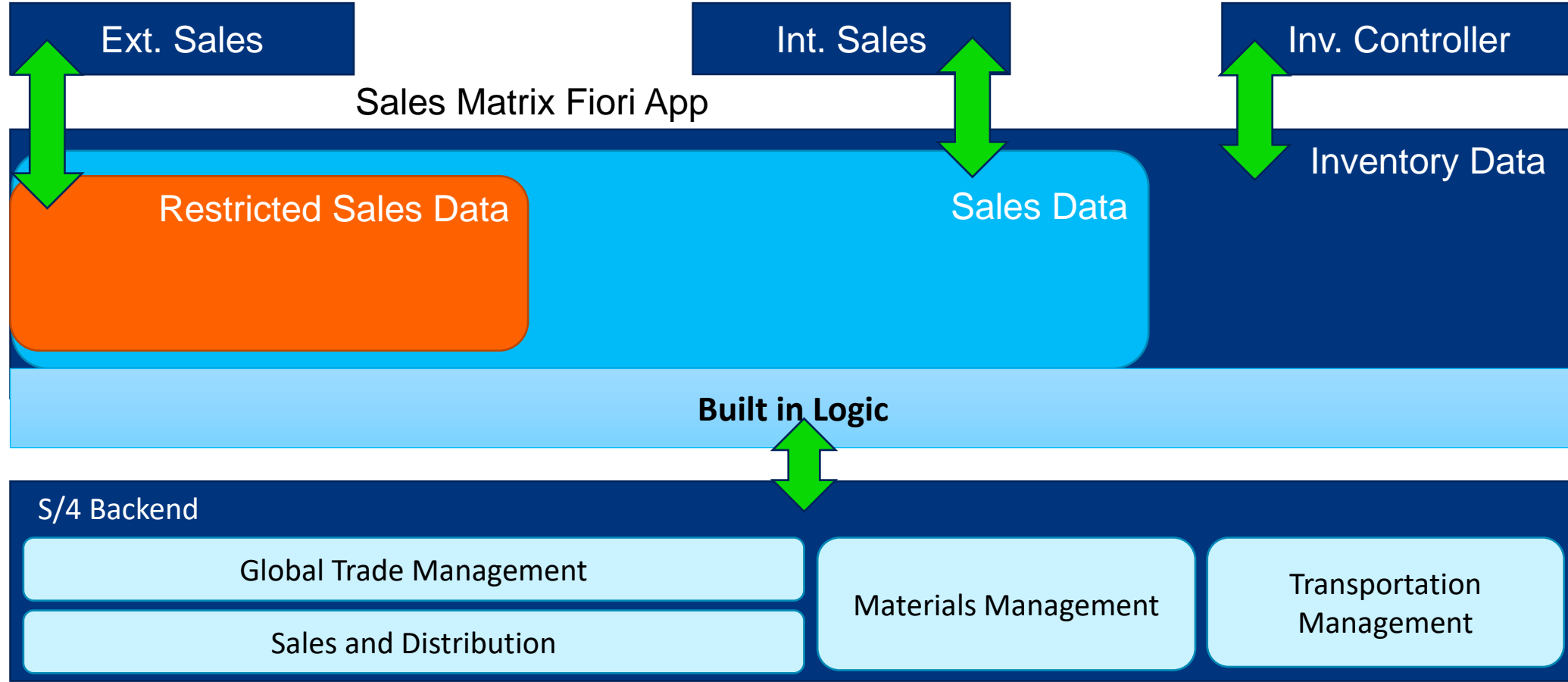


# The Sales Matrix

The **Sales Matrix** is a tool designed to be a single interface for all sales inventory across sites. It was a Fiori app designed to create a simple front end view of the SAP S/4HANA backend data for the Sales Department. This app would give sales access to all relevant customer information and all available inventory across companies. The tool would capture the offers and counter offers and when needed convert these into orders.

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# The Sales Matrix - Design



# The Sales Matrix – Sales View

## View Inventory

HONG KONG ▾

Supplier	Thickness	Species	Grade
mes ⊗ Superior ⊗ Potter ⊗ Leitchfield ⊗ ▾	4/4 ⊗ ▾	Ash ⊗ ▾	▾
Sub-Grade	Length	Width	Color
▾	▾	▾	▾
Material Type	Availability	Stock	Realttime
▾	04/13/2021 📅	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> 🔍 Search Clear

## Line Items (9)

	Species	Thickne...	Grade	Length	Width	Color	Smyrna	St. James	Superior	Potter
History	Ash	4/4	#1 Common (1C)	R/L	R/W			Qty 779 0 2,900 \$ 1,350 1,480 1,520 📄 Offer 5 📄 Order 14		
History	Ash	4/4	#2 Common (2C)	R/L	R/W			Qty 1,413 0 1,400 \$ 1,150 1,280 1,320 📄 Offer 3 📄 Order 11		
History	Ash	4/4	#3 Common and Better (3C & Btr)	R/L	R/W					
History	Ash	4/4	#3 Common (Frame Stock)	R/L	R/W				Qty 1,459 0 0 \$ 550 760 820 📄 Offer 1 📄 Order 3	
History	Ash	4/4	#3 Common (Frame Stock)	R/L	R/W				Qty 385 0 0 \$ 550 760 820 📄 Offer 0 📄 Order 4	

# The Sales Matrix – Inventory View

## Manage Inventory

Supplier: Superior ⊗ Potter ⊗ Leitchfield ⊗ 2 More ▾

Sub-Grade: ▾

Material Type: ▾

Thickness: 4/4 ⊗ ▾

Length: ▾

Species: Ash ⊗ ▾

Width: ▾

Grade: ▾

Color: ▾

## Line Items (119)

	PRODUCT							VOLUME				PRICE			#
	Supplier	Thic...	Species	Grade	Len...	Width	Color	Prompt Not4Sale	Future Not4Sale	Matrix	LEX	MBF Mill Shanghai	\$ Change	\$ Adjus...	Offers Orders
<input type="checkbox"/>	Leitchfield	4/4	Ash	#1 Common (1C)	R/L	R/W		0	0	0	0	1,325	0	<input type="checkbox"/> Base	13 42 History
<input type="checkbox"/>	Potter	4/4	Ash	#1 Common (1C)	R/L	R/W		0	0	0	0	1,350	0	<input type="checkbox"/> Base	0 0 History
<input type="checkbox"/>	St. James	4/4	Ash	#1 Common (1C)	R/L	R/W		779	2,900	779	0	1,350	0	<input type="checkbox"/> Base	5 14 History

# 04 – Illumiti IP for Mill Products Companies

Stacker Product Costing and Finished Goods Product Costing



# Stacker production costing



## Multi Grade Green Rcpt 1

Grade	BF	\$
PR	803	1200
1C	765	1000
2C	987	900
3C	350	750

## Multi Grade Green Rcpt 2

Grade	BF	\$
PR	200	1300
1C	865	1100
2C	1123	880
3C	450	780

## Multi Grade Green Rcpt 3

Grade	BF	\$
PR	1230	1250
1C	465	1050
2C	205	800
3C	313	650



## Stacker Production Order

COOIS	Grade	Prop.	Rec.
	PR	\$1236.50	\$1200.00
	1C	\$1052.38	\$1052.38
	2C	\$881.44	\$881.44
	3C	\$734.00	\$750.00



## Multi Grade Stacked Batch 1

Grade	BF	\$
PR	340	1200.00
1C	601	1052.38
2C	600	881.44
3C	350	750

## Multi Grade Stacked Batch 2

Grade	BF	\$
PR	333	1200.00
1C	800	1052.38
2C	344	881.44
3C	4350	750

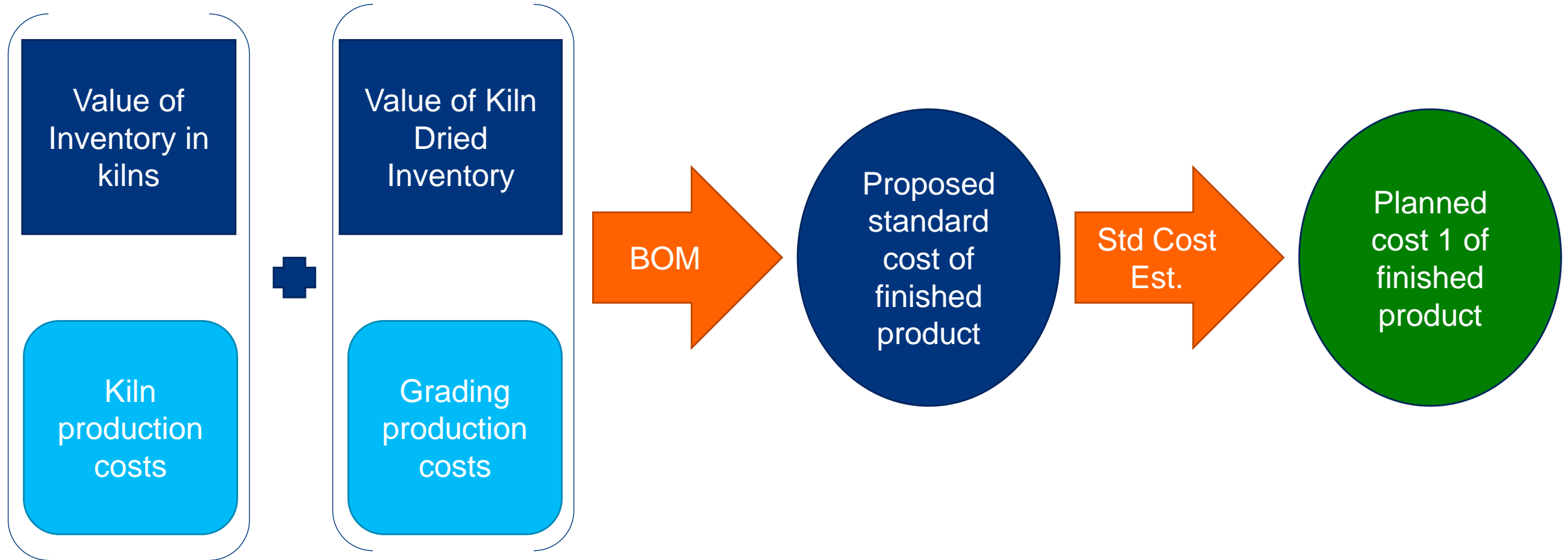
## Multi Grade Stacked Batch 3

Grade	BF	\$
PR	856	1200.00
1C	245	1052.38
2C	746	881.44
3C	149	750

## Multi Grade Stacked Batch 4

Grade	BF	\$
PR	703	1200.00
1C	419	1052.38
2C	617	881.44
3C	172	750

# Finished goods production costing



# 05 – Illumiti IP for Mill Products Companies

Batch Characteristic Reporting

# Batch/Tally classification reporting

Tally Inventory Report

> Selection Screen

▾ Batch List

Rows Returned: 500

RTtl BF:6437 BF / RTtl Wght:25104.300 LB

<input type="checkbox"/>	Batch	Material	Description	Plant	Stor. ...	Quantity	Date Rece...	Assigned	Blocked	Stock No.	Length ...	Batch ...	Supplier	Avg Wi...	Run Or...
<input checked="" type="checkbox"/>	MY2338159	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01	K18	1516 BF	2021-04-13				04-08	5912.40		5.3978	
<input checked="" type="checkbox"/>	MY2338809	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01	K08	1238 BF	2021-04-12				13-16	4828.20		6.4490	
<input checked="" type="checkbox"/>	MY2338810	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01	K18	2960 BF	2021-04-13				13-14	11544.00		6.1164	
<input checked="" type="checkbox"/>	MY2338811	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01	K18	723 BF	2021-04-13				13-14	2819.70		5.9238	
<input type="checkbox"/>	MY2338813	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01	K08	2493 BF	2021-04-12				11-12	9722.70		5.9835	
<input type="checkbox"/>	MY2338814	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01	K08	2518 BF	2021-04-12				11-12	9820.20		5.9051	
<input type="checkbox"/>	MY2338815	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01	K18	2515 BF	2021-04-13				11-12	9808.50		6.1346	
<input type="checkbox"/>	MY2338818	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01	K18	2044 BF	2021-04-13				09-10	7971.60		5.8677	
<input type="checkbox"/>	MY2338820	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01	K18	2074 BF	2021-04-13				09-10	8088.60		6.1650	
<input type="checkbox"/>	MY2338831	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01	K18	1596 BF	2021-04-13				04-08	6224.40		5.9880	
<input type="checkbox"/>	MY2338832	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01	K18	1597 BF	2021-04-13				04-08	6228.30		6.0821	
<input type="checkbox"/>	MY2338833	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01	K18	1603 BF	2021-04-13				04-08	6251.70		6.3476	

Tally Inventory Report

> Selection Screen

Batch List

Rows Returned: 500

RTtl BF:6437 BF / RTtl Wght:25104.300 LB

**Goods Movement**

Movement Type

Storage Location

Sales Order

Item No.

<input type="checkbox"/>	Batch	Material	Description	Plant		Stock No.	Length ...	Batch ...	Supplier	Avg Wi...	Run Or...
<input checked="" type="checkbox"/>	MY2338159	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01			04-08	5912.40		5.3978	
<input checked="" type="checkbox"/>	MY2338809	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01			13-16	4828.20		6.4490	
<input checked="" type="checkbox"/>	MY2338810	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01			13-14	11544.00		6.1164	
<input checked="" type="checkbox"/>	MY2338811	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01			13-14	2819.70		5.9238	
<input type="checkbox"/>	MY2338813	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01			11-12	9722.70		5.9835	
<input type="checkbox"/>	MY2338814	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01			11-12	9820.20		5.9051	
<input type="checkbox"/>	MY2338815	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01	K18	2515 BF	2021-04-13				
<input type="checkbox"/>	MY2338818	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01	K18	2044 BF	2021-04-13				
<input type="checkbox"/>	MY2338820	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01	K18	2074 BF	2021-04-13				
<input type="checkbox"/>	MY2338831	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01	K18	1596 BF	2021-04-13				
<input type="checkbox"/>	MY2338832	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01	K18	1597 BF	2021-04-13				
<input type="checkbox"/>	MY2338833	4AS3BKS	4/4 Ash 3C&Btr KDS	1Y01	K18	1603 BF	2021-04-13				
								11-12	9808.50	6.1346	
								09-10	7971.60	5.8677	
								09-10	8088.60	6.1650	
								04-08	6224.40	5.9880	
								04-08	6228.30	6.0821	
								04-08	6251.70	6.3476	

# 06 – Q&A Session