

Innovation and Change Mayer Group's Digital Transformation Journey





Dr. Elena Krause-Söhner Executive VP IT & Digital Media (CIO)

Managing Director **WUNDER**HUB



01 Overview of the Mayer Group

02 Our Transformation Journey

03 Spotlight on Recent Process Innovations and Implemented Key Features

04 Lessons Learned





10 Years of Digital Transformation with SAP in one of the leading European groups in the development, production and distribution of shipping and packaging solutions.



Let's unpack our 'IT Success Story

TRUST THE EXTRA POWER OF THE MAYER GROUP FOR SHIPPING AND PACKAGING SOLUTIONS





THE MAYER GROUP IS ONE OF THE LEADING **EUROPEAN GROUPS IN THE DEVELOPMENT, PRODUCTION AND DISTRIBUTION OF SHIPPING AND PACKAGING SOLUTIONS.**

Paper Bags

Paper Carrier Bags









THE BUNDLED EXPERTISE OF THE MAYER GROUP **GIVES US THE extra POWER**





FOR THE BEST OF both WORLDS – THE DIGITAL HUB OF THE MAYER GROUP

1 3.083 40 70% 30% **Digital Hub** Support tickets Support IT projects Consulting & in 2022 (Infrastructure, mayerper year

digital

Project-Applications) management



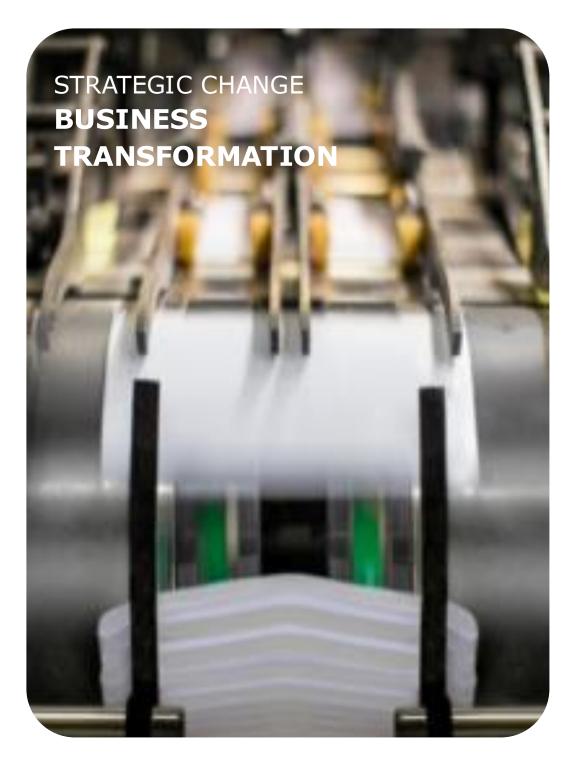
layer-Kuvert-network GmbH

OUR TRANSFORMATION PROCESS





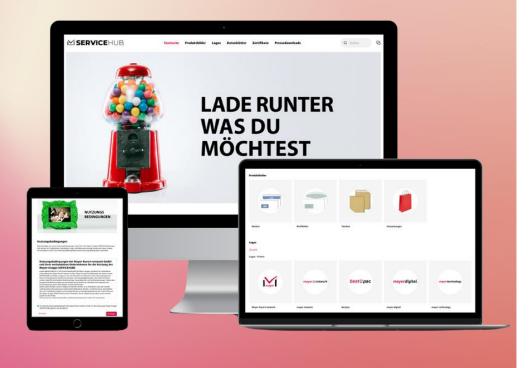
Bridging the Past and Future: Mayer Group's Transformation Process in 3 Dimensions



MODERNIZING THE CORE DIGITAL TRANSFORMATION

Kunde			
Geschäftspartner-	Geschäftspartner	Kunden-Preisliste	
stammdaten ver- walten	pflegen	10106221006220000	
(2)		12	
		ZSO_PUST	
Auftrag			
Kundenaufträge	Kundenaufträge	Kundenaufträge	Kundenaufträge
anlegen VAD1	anzeigen VAC3	ändem VA02	auflisten vAos
Faktura			
Fakturaanforde- rungsbeleg aniegen	Fakturen anlegen	Fakturen anzeigen	Fakturen ändern
		_	





FROM MARKET LEADER IN ENVELOPE PRODUCTION





ONE OF THE MOST SIGNIFICANT EUROPEAN PLAYERS IN THE FIELD OF INNOVATIVE, SUSTAINABLE, FLEXIBLE PACKAGING.







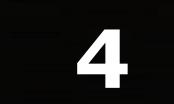
FOCUS ON CONSOLIDATION IN THE CORE BUSINESS OF ENVELOPE PRODUCTION AND GROWTH IN THE AREA OF LIGHTWEIGHT PACKAGING – MAKING THE COMPANY READY FOR A SUCCESSFUL FUTURE.





Undergoing reorganization since 2017.





Production Sites (UK, Poland, Germany, France)



>20

New Processes, Systems, Rules & Regulations New Product Segments





HOW HAS THIS IMPACTED OUR DIGITAL JOURNEY?



Alignment with Business Goals New business objectives and structures, integrating new business units, supporting

new product lines.

Infrastructure Scalability and Flexibility

 Flexible IT landscape, involves investing in cloud services, scalable storage, and robust network solutions.

Innovation and Change

 Fostering a culture of innovation and agility, to quickly respond to changes and new opportunities.



Modernizing the core: 10-Year Evolution from AS/400

Firma:	5	Kundennum	mer <mark>:</mark>	<u>910148</u>
Name 2 Straße	für Müll AOK		id Thür 1	ingen
	0371	485 612	@p	Fax 0800 Kurzinf lus•aok•de
UST-ID Vtr-Nr	108	%V1 1 LS 1 NL RG 1 KE	ŅĻ	I Ident Lfr-Bed O O Kre Zał
Steuer-M Anlage :	V <u>r</u> UMSS	: Formu	larken	nz Meł Sac Änc





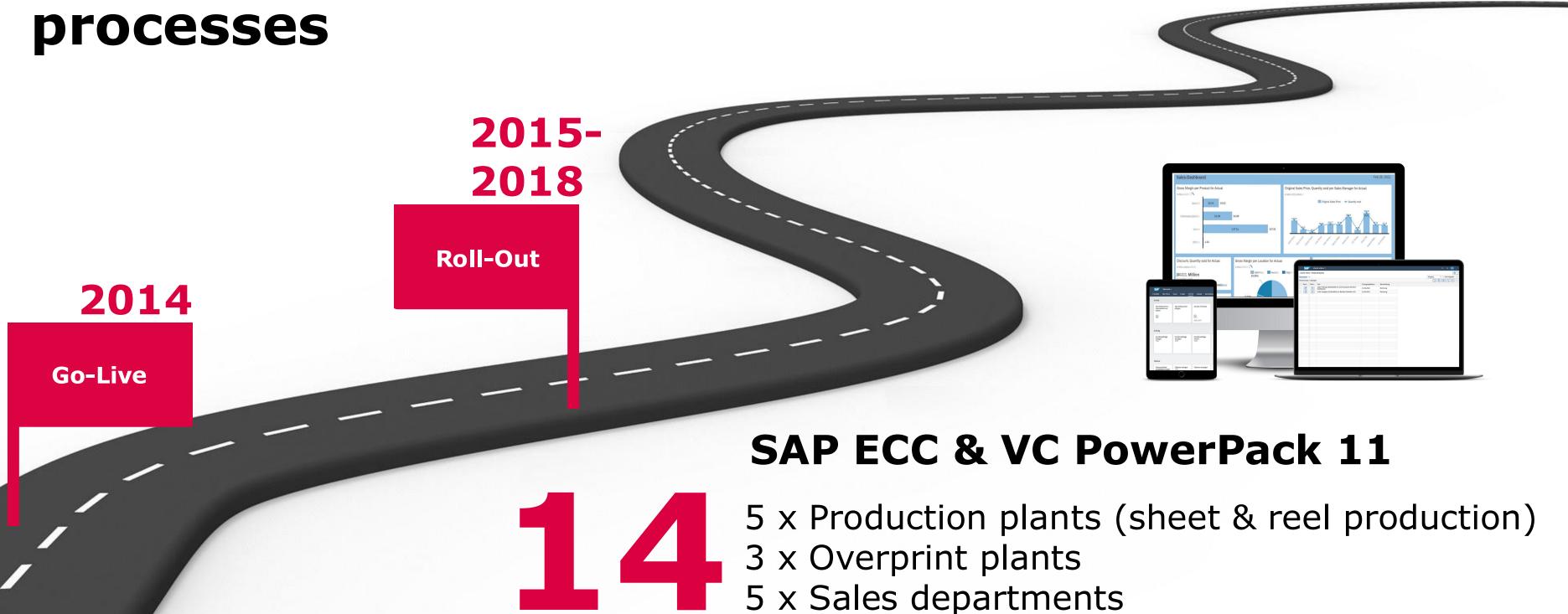
Modernizing the core: 10-Year **Evolution from AS/400 to SAP Fiori**

SAP Startseite • Fi Kreditor MKn Home	xSuite Projekt Vertr	ieb Intrastat Beschaf	ung Reporting md	Reporting Fave	priten	٩	¢ EK
Kunde							
Geschäftspartner- stammdaten ver- walten	Geschäftspartner pflegen	Kunden-Preisliste					
@		SO_PLIST					
Auftrag							
Kundenaufträge anlegen VA01	Kundenaufträge anzeigen VA03	Kundenaufträge ändern VA02	Kundenaufträge auflisten VA05				
Faktura							
Fakturaanforde- rungsbeleg anlegen	Fakturen anlegen VF01	Fakturen anzeigen	Fakturen ändern				

Name 1 AOK PLUS - Die	Gesundheitskasse	Matchcode ACK
Name 2 für Sachsen un	d Thüringen	Tour: 00 02 K
Straße Müllerstraße 4		Postfach
L/PLZ/0 09113	Chemnitz	PLZ Pofa
Kurzbez AOK Sachsen		KM 265 ABC A GP
Kontakt 2 Frau L		Kunden-Preisgr. KGR B
Telefon 0371 485 612	Fax 0800 247100	023 LS
Mobiltf	Kurzinf	@plus.aok.de Tel248
Mail	0plus.aok.de	KZ Sprache
Verkaufsgebiet: 450		Aufschlag
UST-ID	EDI Ident-N	
Vtr-Nr 108 %V1	Lfr-Bed 02 Verb	band Delc
Anz.Form AB 1 LS 1 NL	NLO Kreditlim	nit 999999999 Lief-Sp Bon
RG 1 KE	L Zahlungst	ed O1 Valuta in T. FI-G
Rechnungsart: Formu	larkennz Mehrw-Pfl	l Kennz•Hebeb• HK
Steuer-Nr.		o 911 KtoG 10148 SP-KZ ttmm,
Anlage: UMSSW12	Änderg. E	3T 18 3 20 14
3=Verlassen F12=Vorhe		



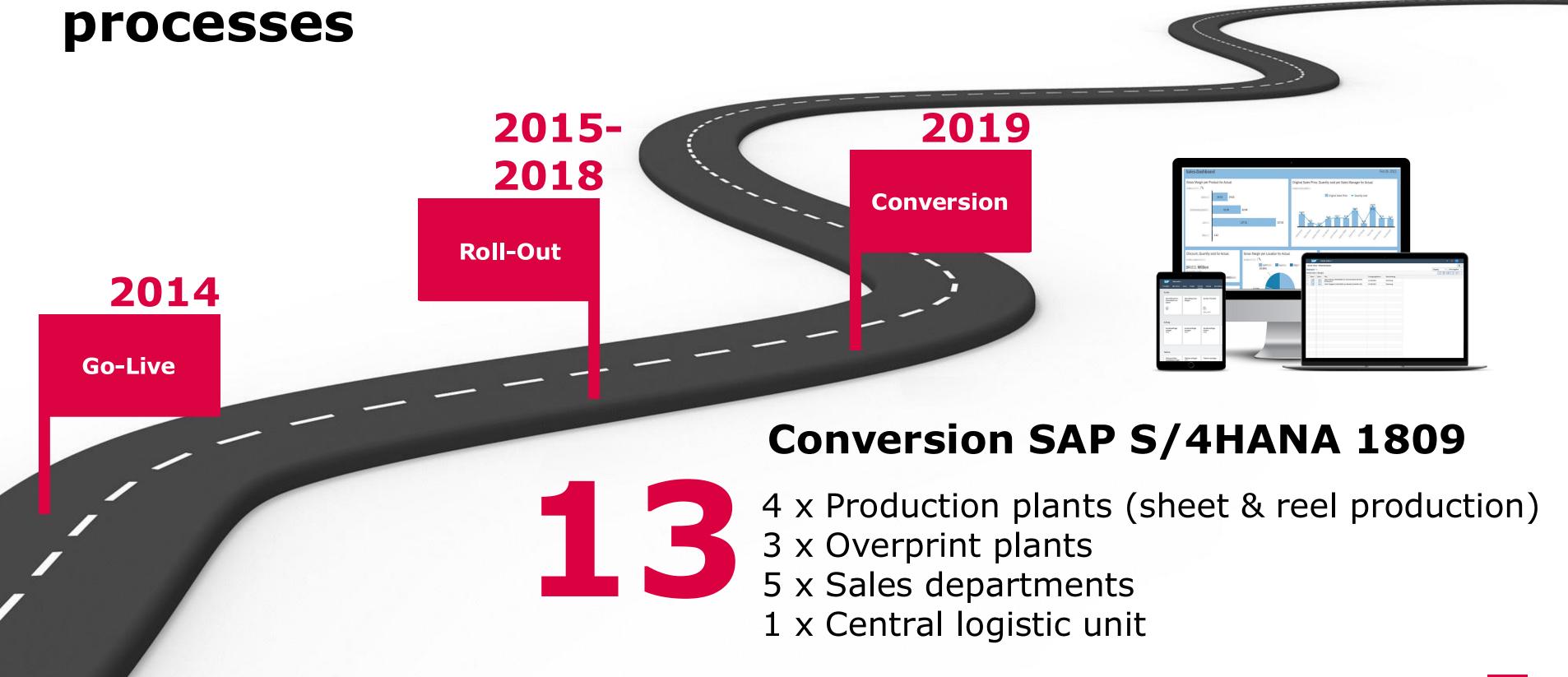
Focus on internal



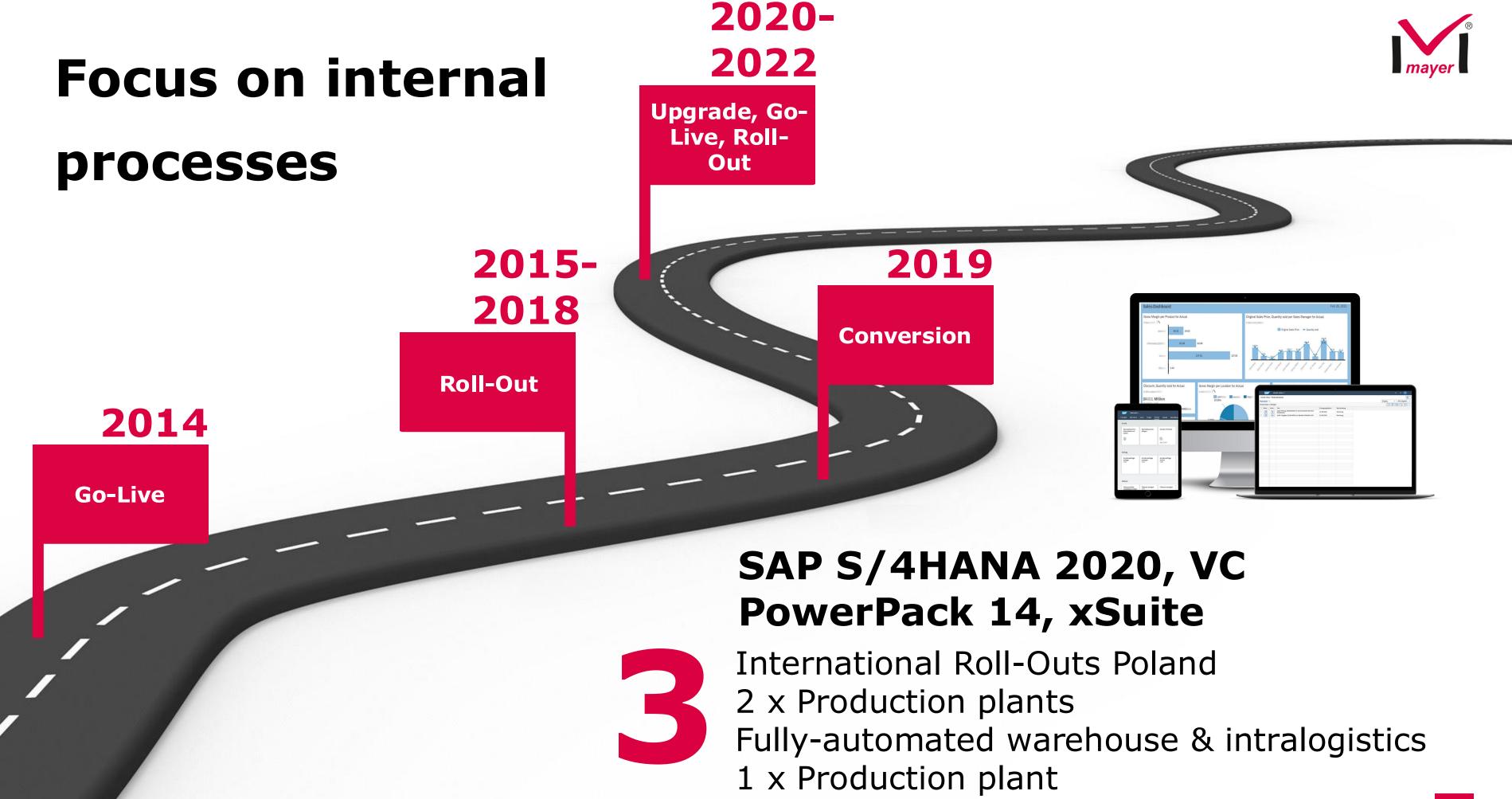


1 x Central logistic unit

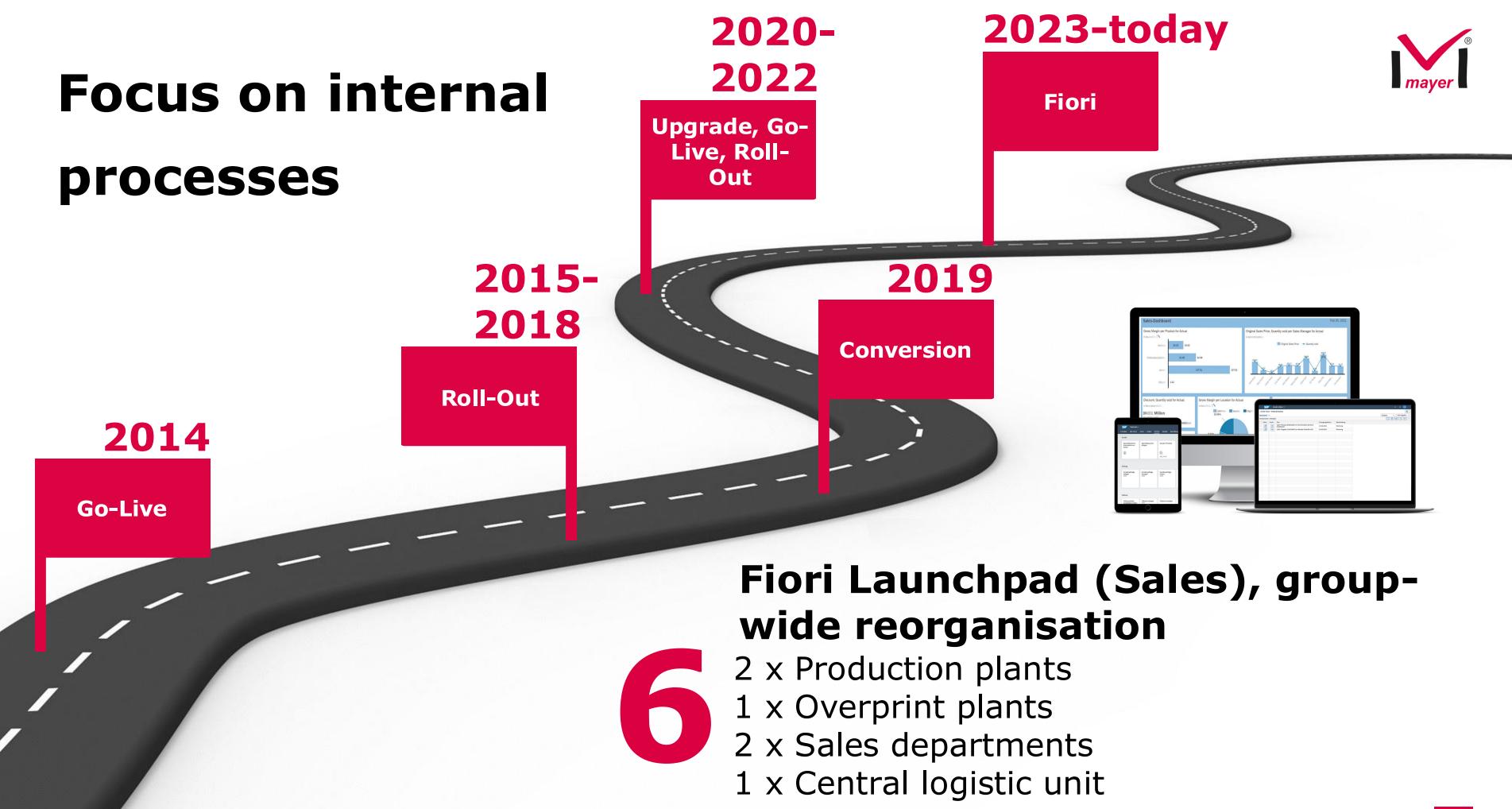
Focus on internal













allenges

Separating production lines to meet BRC requirements
Integrating BRC-certified batch tracking with SAP and MES CAT (t.con)

Implementing new VCPowerPack 14 IS_FLEXIBLES

for bakery bag configuration

Managing remote

implementation during the

pandemic

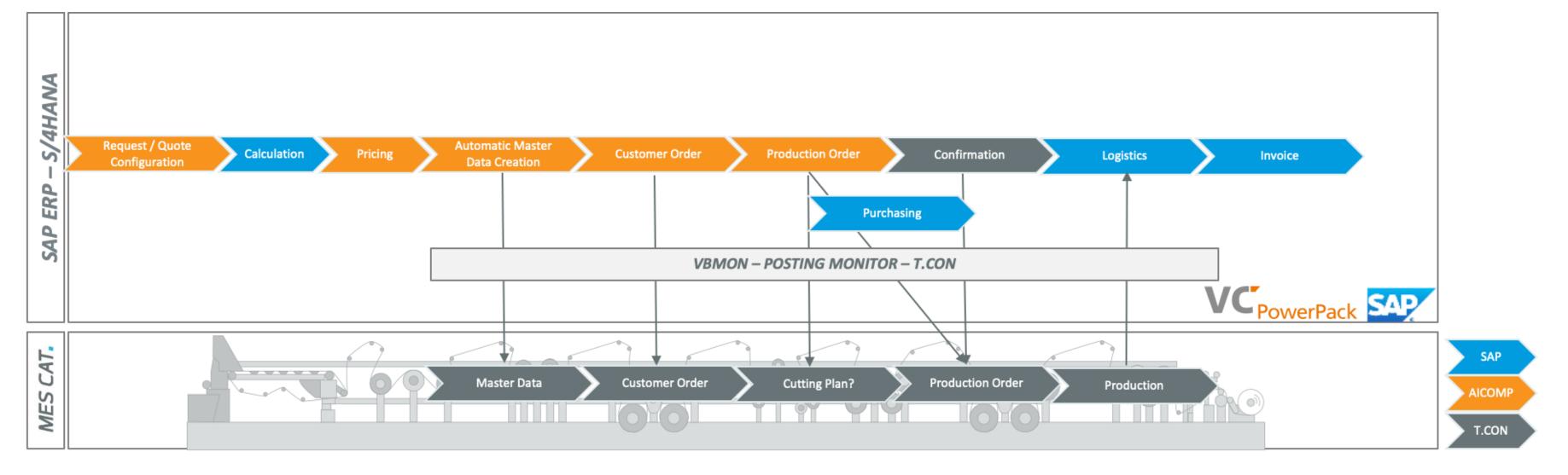
Spotlight on Recent Process Innovations and Implemented Key Features





Processes customized to our needs!

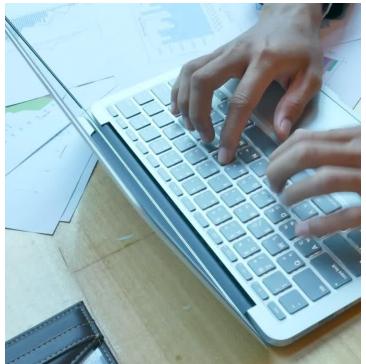
System Architecture: Quote-to-Cash Process



QTC PROCESS OVERVIEW

QTC: High Volume Configurations and Robust Production Management since 2014

- Automated component selection (paper, foil, adhesives, inks, etc.) and tool determination based on product specifications
- Automated production route finding with plant switching, including setup and runtime based on product specifications



Configuration

280,000

Created in SAP S/4HANA (VC-Power Pack)

Material Master Data 100,000 Created using Smart MD

(MBQ). Assignments to routings, customer info records, BOM`s.

eschreitung	is Ber
- E Specifikation	-
Y C Spezifiation	
V GL KM, ROLLE - Role Platituder (Kaik-Mat.)	95
57 Staffelpreis Manager	
- 23 Werkzeuge	
~ A R0499	3
(s) Rolt - 254mm Rola	3
D Fernher - Fole	120
V 13 Drucken	
v Q Intendrick	2)
G KM, F, P427 - Hexplante P427 (Kalk-Mat.)	
M S Außendruck	123
IOM_F_SKALA - Flexiblarbe Skala (Kalk-Mat.)	
G KM_F_SKALA - Flavotarba Skala (Kalis-Mat.)	12
1 KM_F_SKALA - Flexofarbe Skala (Kalk-Mat.)	
KM_F_SKALA - Piexotatte Skala (Kelk - Mat.)	
Vardersette (Overprint)	1
8 KM_D_SKALA - Digital Duck Texts Skalenenix	
3 KM_D_SKALA - Digital druck Time Stalenenix	93
KM_D_SKALA - Digitalization Type Skaleview	
C KM_D_SKALA - Digital block Trote Skalenetik	123
Varianten (1406000 ST)	
[] Urterverpackungsmanager	
tur Atte Materialnummer	0
Avstiche Angebote/Aufträge	
Coproduktion	0
() Zunatzdaten	100
- 🚑 Shipping & Unitration	
Transport Übersicht.	
Transport Information	2
A Product	9
V A Bex	1
G SK 457x235x117mm braun C6/5 7	9
✓ ▲ Palat	1
Kantentschultz 1400x50x50x5	1
& Europalette	3
Auschinemstretchiste 15µ500	1
- 🔄 Revtenfindung	
Routing Supervisor	



CAT Production Commission	T.CON CAT Client			
0610019 > 🔊 🛛	🗋 🚊 🚨 Anme	eldung 💉 Zusatzfunktione	en 🔉	
0610019 W+I	D 202.00	/ 200		
Auftrag 60061	600 / 10 🖂	Materialbezeichnung	KU/ISK/NK-114X	229-080PEFC-1F-F(1
A	ktivieren	Einsatzmaterialbezeich	nu UPM Poste 80/25	4 PEFC
Stillstand		Auftrags- / Vorgangsmenge	1.414.026	1.481
		Startdatum	28.05.2024	00:00
Output Input P				
Input Prod. Anzahl [EME] Erfassungsmengeneinheit Variante Übergabernenge [EME] Menge/Kart. [SI] Bernerkung Nachbearbeitung Hohe Sperr.Kz.	70.000 ST 0	2		
Auftrag	60061600			
LU-Nummer				

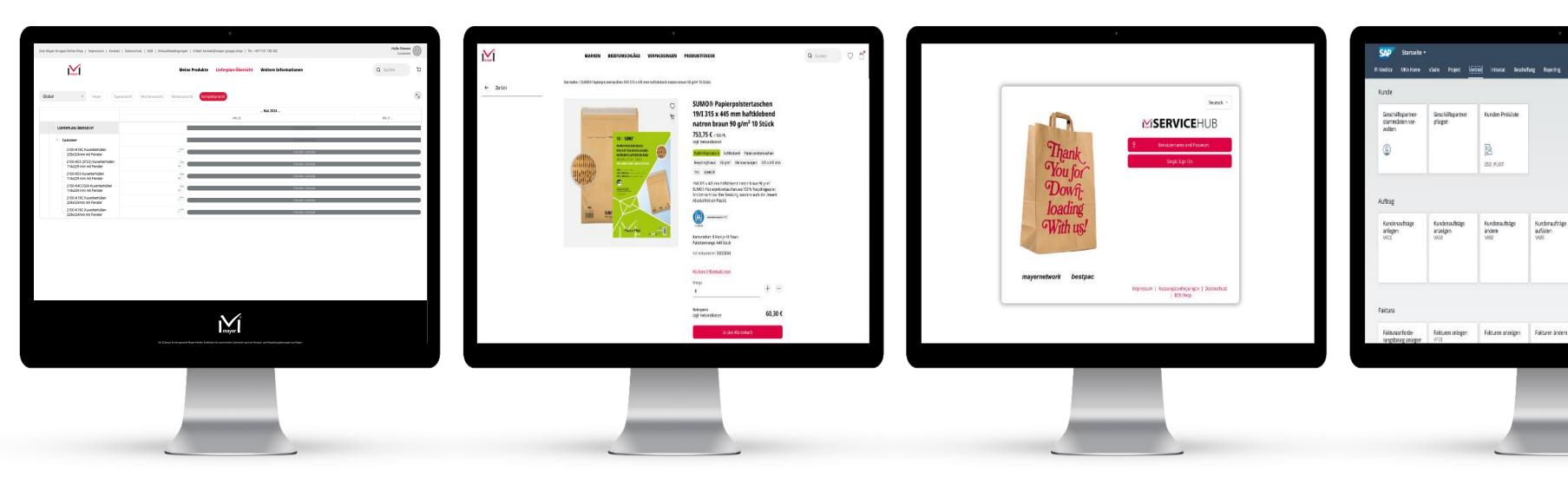
Production orders

170,000

Cross-plant manufacturing and complex IC-processes.

What has been implemented on the customer's end?

Digital platforms for better customer engagement and support

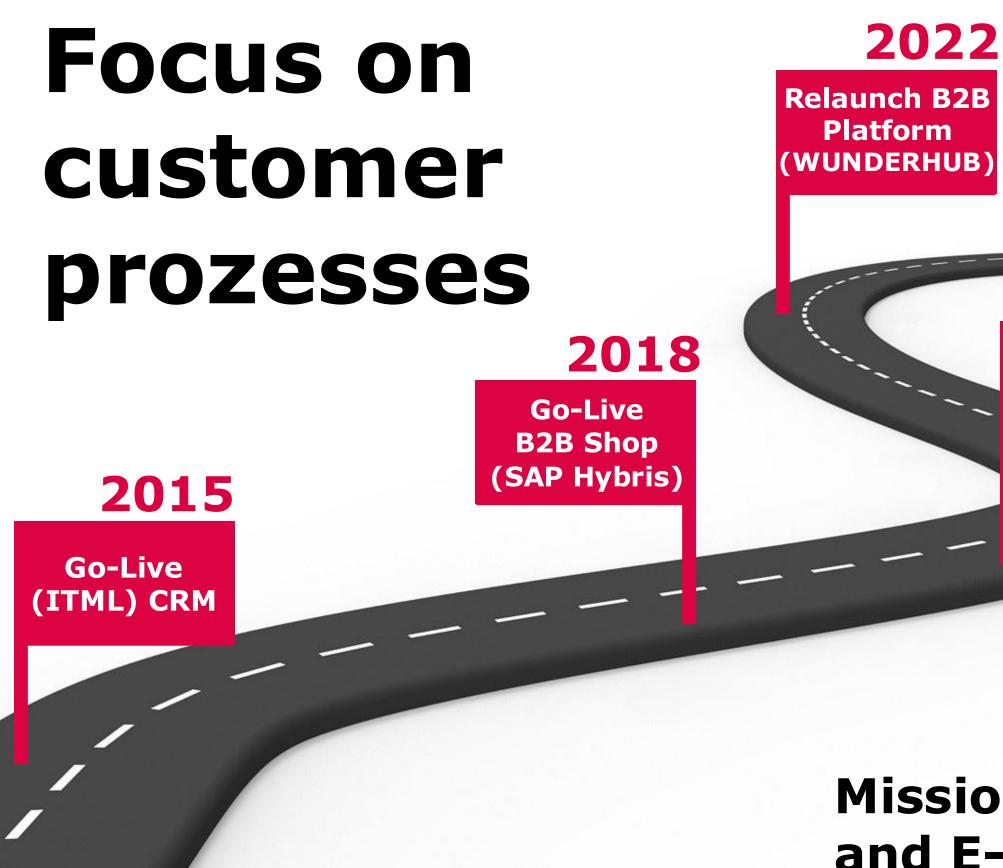




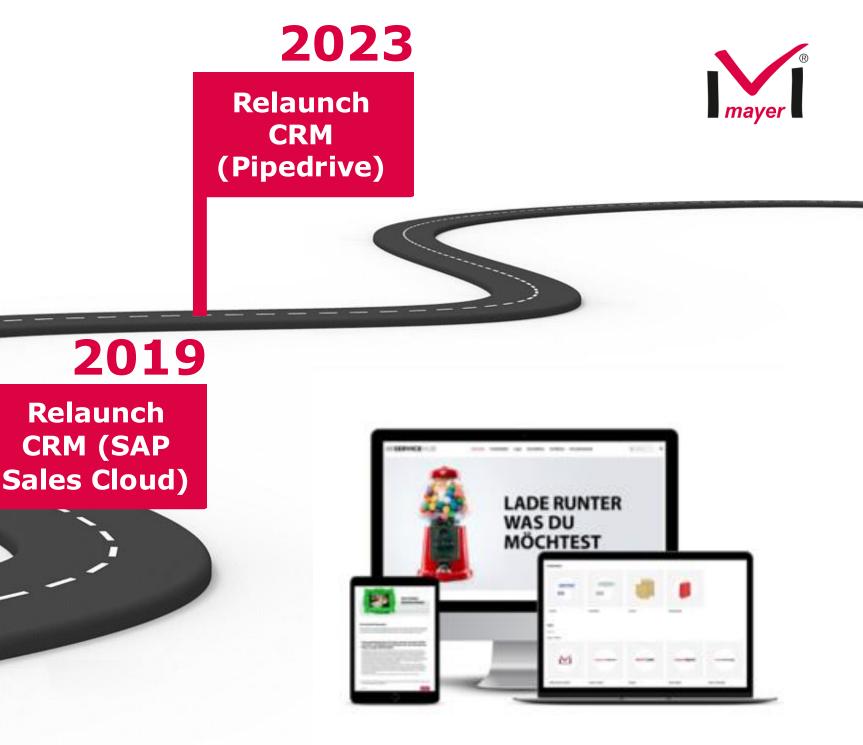
B2B Shop



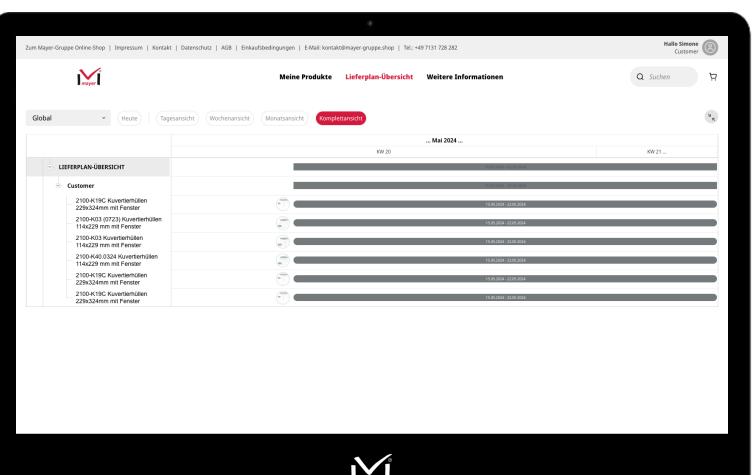




Mission: Integrated CRM System and E-Commerce Platform



Customer-Centric Transformation: Latest Process Innovation





WUNDERHUB



Let's take a look at the system.



	ι.	1	1	
	~		I	
	nay	nga K	•	

Bitte melden Sie sich an und achten Sie auf die Groß- und Kleinschreibung.

pen	iutzername	
۲	simone.glaeser	
Pas	swort	
9		
-		

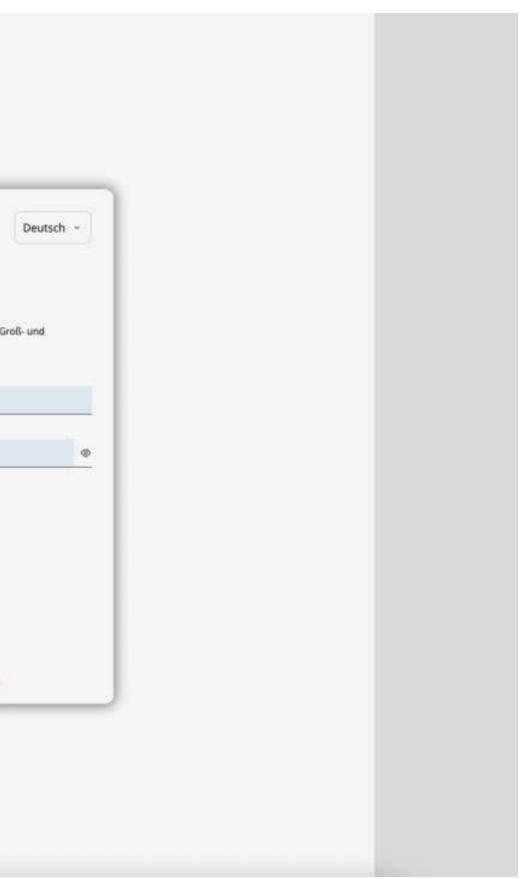
Anmelden Passwort vergessen?

mayernetwork

bestpac

Kontakt | Datenschutz

Access to customer products and delivery schedules





N	~	1	1
m	aye	e l	

Bitte melden Sie sich an und achten Sie auf die Groß- und Kleinschreibung.

Ben	nutzername	
۲	simone.glaeser	
Pas	swort	
9		
-		

	and the second se
Passwort	vergessen?
1 BODTINE	The georette

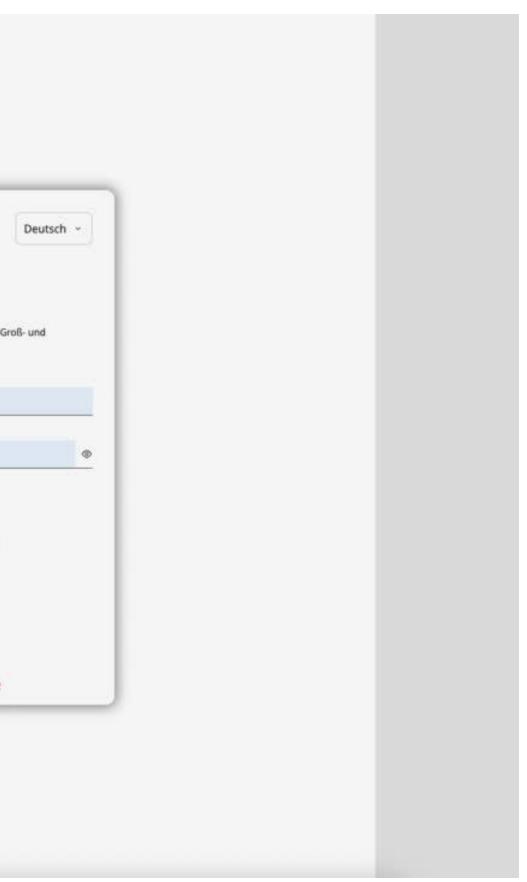
Anmelden

mayernetwork

bestpac

Kontakt | Datenschutz

Convenient check-out process





V	
mayer	

Bitte melden Sie sich an und achten Sie auf die Groß- und Kleinschreibung.

	simone.glaes	LAF :	
Pas	swort		
9			
-			- 12

Passwort vergessen?

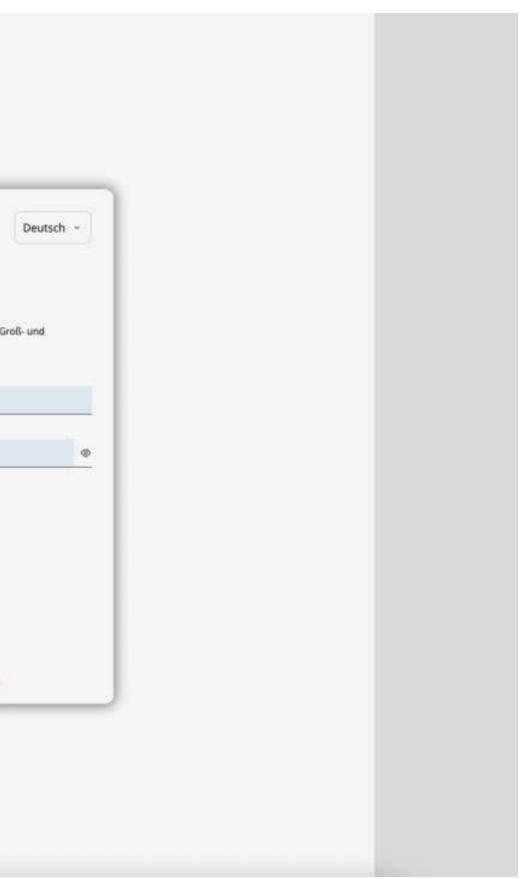
Anmelden

mayernetwork

bestpac

Kontakt | Datenschutz

Customer enters specific call-off information





- 54		1
	\sim	
	mayer	

Bitte melden Sie sich an und achten Sie auf die Groß- und Kleinschreibung.

Benutzername Simone.glaeser Passwort ?

Passwort vergessen?

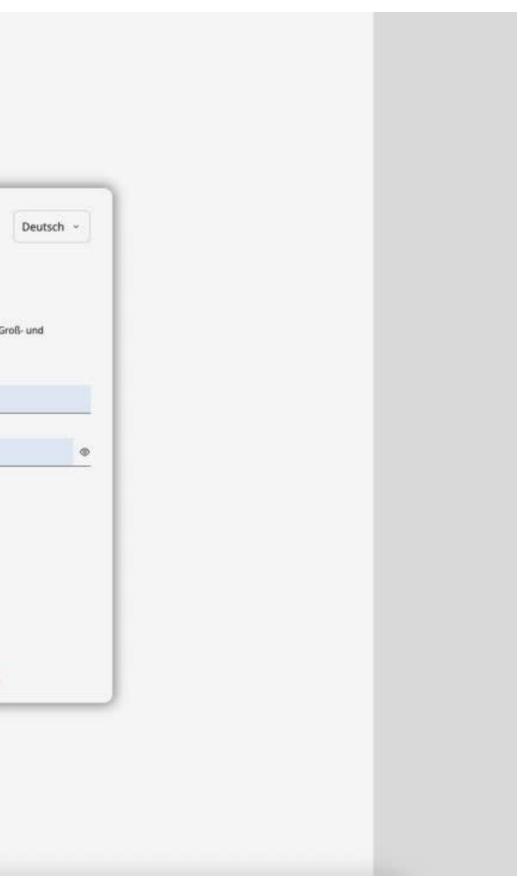
Anmelden

mayernetwork

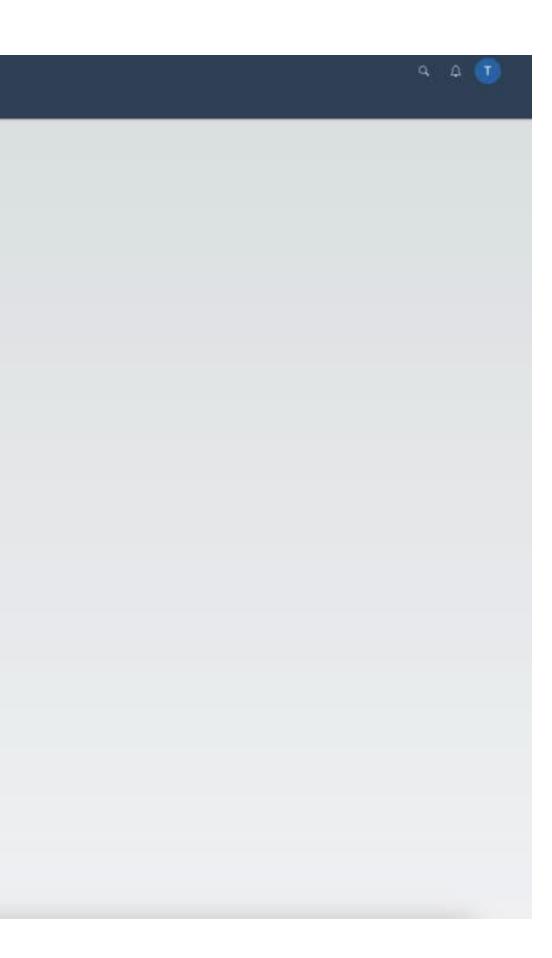
bestpac

Kontakt | Datenschutz

Call-off placed in WUNDERHUB with all Details displayed

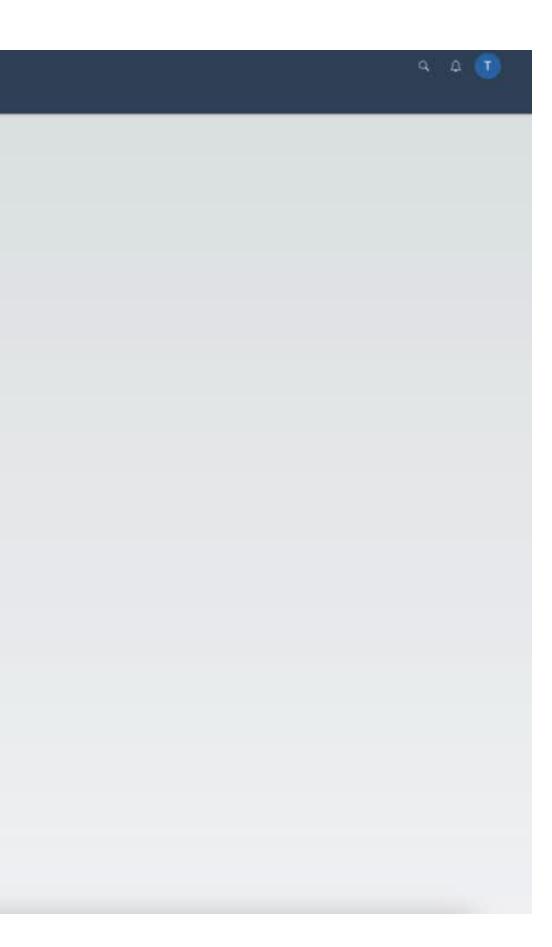


Lieferplanmonitor	Liste Verkaufsliefer- pläne	Liste Verkaufsliefer- pläne	Verkaufslieferpläne verwalten	
ZLPM	\ ₩ ¥A35	VA35N	🗄 7,15 κ	
Anlegen / Ändern / A				
Verkaufslieferpläne anlegen	Verkaufslieferpläne ändern	Verkaufslieferpläne anzeigen	4-Augen-Prinzip Liste	
VA31	VA32	VA33	Z4AP	
THUE	THUE	19933		



Lieferpläne					
Übersicht / Auswerte	n				
Lieferplanmonitor	Liste Verkaufsliefer- pläne	Liste Verkaufsliefer- pläne	Verkaufslieferpläne verwalten		
			🔁 7,15 κ		
ZLPM	VA35	VA35N			
Anlegen / Ändern / A	nzeigen				
Verkaufslieferpläne anlegen	Verkaufslieferpläne ändern	Verkaufslieferpläne anzeigen	4-Augen-Prinzip Liste		
		6			
VA31	VA32	VA33	Z4AP		

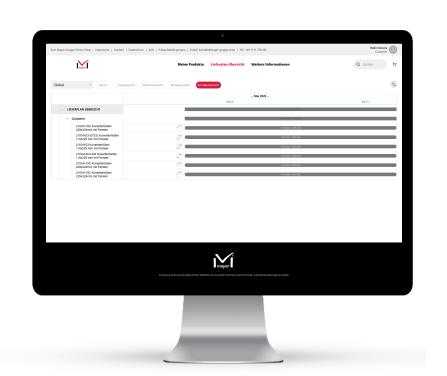
Automatic creation of the calloff for the corresponding delivery schedule



Call-off positions recorded manually to date: 50,831

Synchronous OData API: Standard SAP API for Sales Order (A2X) with a single enhancement Deployed via WUNDERHUB platform • Implemented in under a month

Customer Front-End Platform: WUNDERHUB SaaS software Easily customizable to your needs through widgets Administration is coding-free



Administrative added value including customer benefit:

Administrative added value:

Customer Benefit: 24/7 ordering possible Complete overview of delivery schedules and their stock levels

- quick and easy



 automated customer demand query quick and easy editing / organization reduction of administrative effort

Lessons learned and strategic shift in IT Strategy



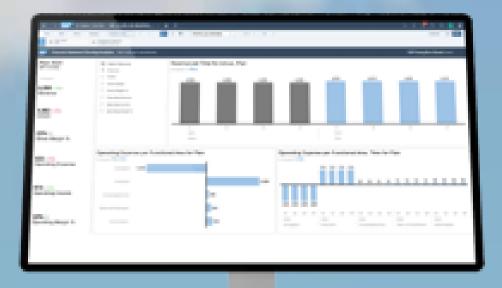


© 2024 Mayer-Kuvert-network GmbH 15

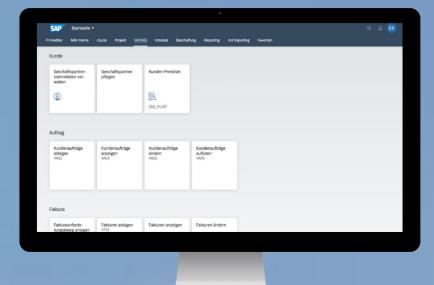
SAP-First Approach from 2014 to 2022, Followed by a Shift

SAP Commerce Cloud





SAP Sales Cloud



SAP Success Factors



System landscape 2024











Modules: FI/CO/MM/WM/SD/LE/PP

MES CAT.



VCPowerPack

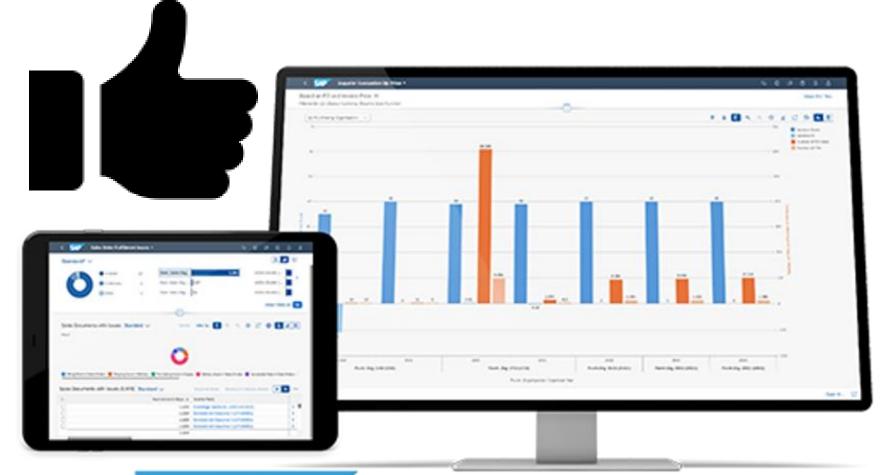




WUNDERHUB



Comparing Outcomes: Success vs. Failure in Time, Budget, and Satisfaction









Evolution of Systems: Moving Away from SAP First Approach

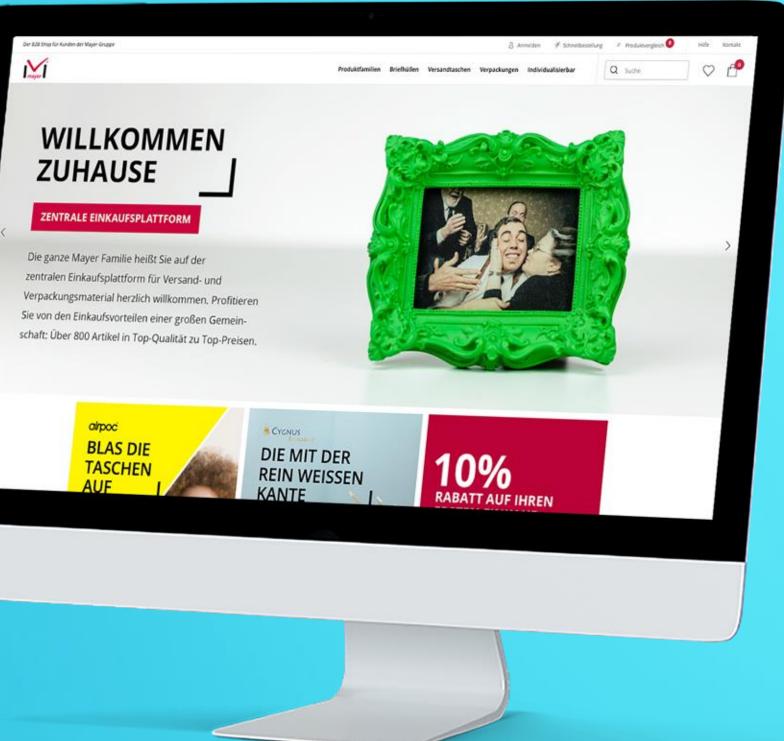
We are still rooted in SAP courses, but we have moved further away from a SAP First approach today.

Over the years, we have replaced some systems with alternative cloud products, leading to significant benefits.



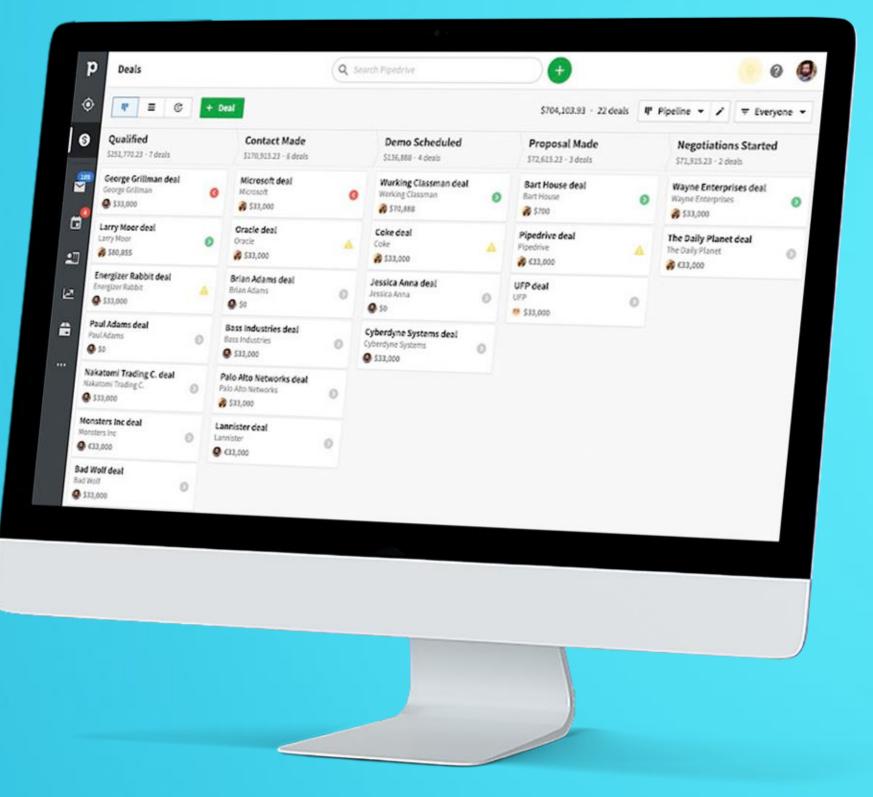
zentralen Einkaufsplattform für Versand- und

Transition from SAP Commerce Cloud to



WUNDERHUB





Transition from SAP Sales Cloud to

pipedrive



Addressing previous challenges:

Ongoing costs, limited customization flexibility, excessive external dependencies, and project phase complications.

Today, we benefit from cost-effective solutions, greater flexibility, reduced external dependencies, and enhanced control.



