



Case study: Lord Corporation



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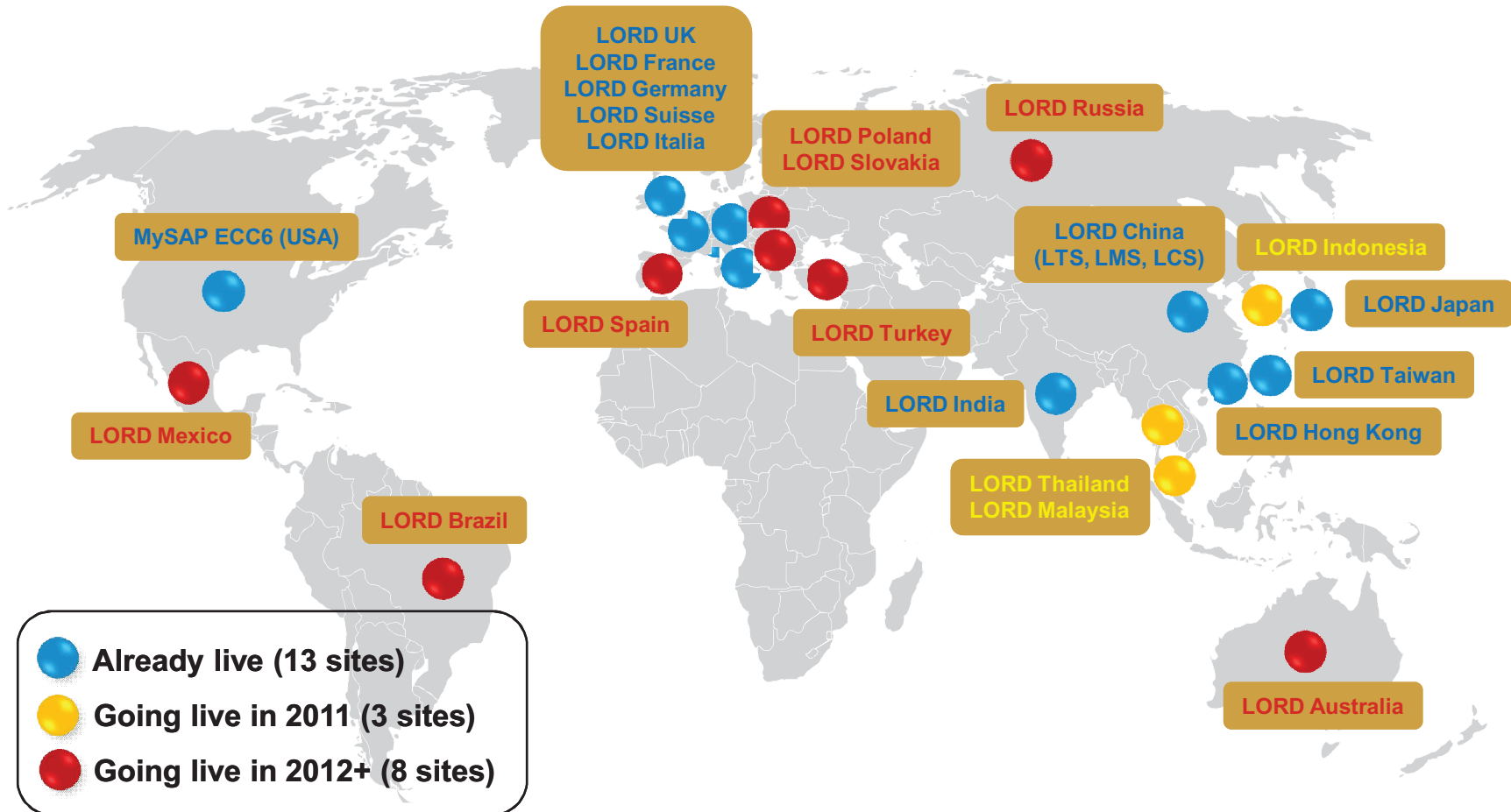
Background

- LORD Corporation based in Cary, North Carolina.
- Designs and manufactures adhesives, noise and vibration reduction systems.
- Lord Corporation have more than 2,600 employees with revenue of USD 750 million.
- LORD runs SAP ECC6 in its operational hub in the United States and had chosen SAP Business One as the software solution to its subsidiaries worldwide.
- SAP Business One current locations: Germany, Italy, Switzerland, France, UK, Hong-Kong, Japan, India, China (3 sites) and Taiwan.
- SAP Business One rollout plan for 2011/2012: Turkey, Poland, Malaysia, Thailand, Indonesia, Vietnam and Australia.
- The rollout is based on a global template with localizations for each legal entity.
- Lord developed integration scenarios between HQ and subsidiaries (ECC6 to SAP Business One), as well between the subsidiaries themselves (SAP Business One to SAP Business One).
- Hereby I will present three case studies – three different integration Scenarios:

Master Data alignment - ECC6 to SAP Business One
Purchase Order (SAP Business One) to Sales Order (SAP ECC6)
Intercompany Scenario - SAP Business One to SAP Business One

Case study: Lord Corporation

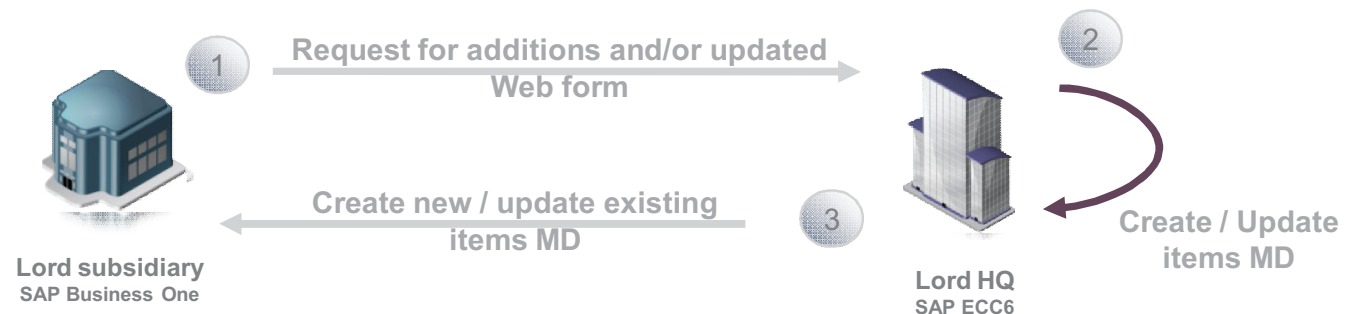
Business System Landscape



Case Study 1– Lord Corporation

Master Data Alignment – Integration description

- In order to ensure master data alignment between Lord HQ in North America based SAP ECC6 system and Lord internationally deployed SAP Business One instances we utilize the B1iSN interface.
 - Key data fields were identified at the sales organizational level for Materials, Customers and Vendors.
 - 1. Requests from LORD's SAP Business One sites for additions and/ or updates to master data are received in the US via a web form.
 - 2. The master data additions and/or updates are entered into the SAP ECC6 system.
 - 3. The B1iSN daily batch job identifies these entries and creates new items and/ or pushes updates to existing items in SAP Business One.
- This master data alignment is key for LORD's global financial consolidations and reporting and Lord overall global Business Intelligence strategy.
 - This integration Scenario is currently running in both Germany and Italy and we are in the process of rolling this out in Asia.



Case Study 2 – Lord Corporation

Purchase Order to Sales Order – Integration description

- In order to automate purchase order processing for Lord SAP Business One sites when ordering materials from LORD facilities running SAP ECC6 we are implementing a solution using the B1iSN interface.
 1. A new purchase order is created in the SAP Business One system.
 2. B1iSN creates a corresponding sales order in the SAP ECC6 system.
 - Value mapping and system properties are maintained in B1iSN, as well as information such as the ordering partner, pricing, shipping, and billing agreements.
 3. SAP ECC6 sends back information from the created sales order to update the SAP Business One purchase order.
 - Examples of the fields updated (num at card...)
 4. Once the material is ready for shipment, SAP ECC6 creates the outbound delivery for the sales order and the products are picked, packed, and shipped to the subsidiary. ECC6 then posts the goods issue for the products and transfers the shipping notification information to SAP Business One.
 5. The outbound shipping notification from ECC6 will create an inbound delivery in the SAP Business One system.
 6. When the goods reach the SAP Business One location, the goods receipt is posted in SAP Business One.
 7. The A/R invoice in the SAP ECC6 system completes this scenario by automatically creating an A/P invoice in the SAP Business One system.
- This scenario is still being developed. It is planned to be first rolled-out in Europe before activation in Asia.

Case Study 2 – Lord Corporation

Purchase Order to Sales Order – Integration description



Case Study 3 – Lord Corporation China

Intercompany Scenario – Integration description

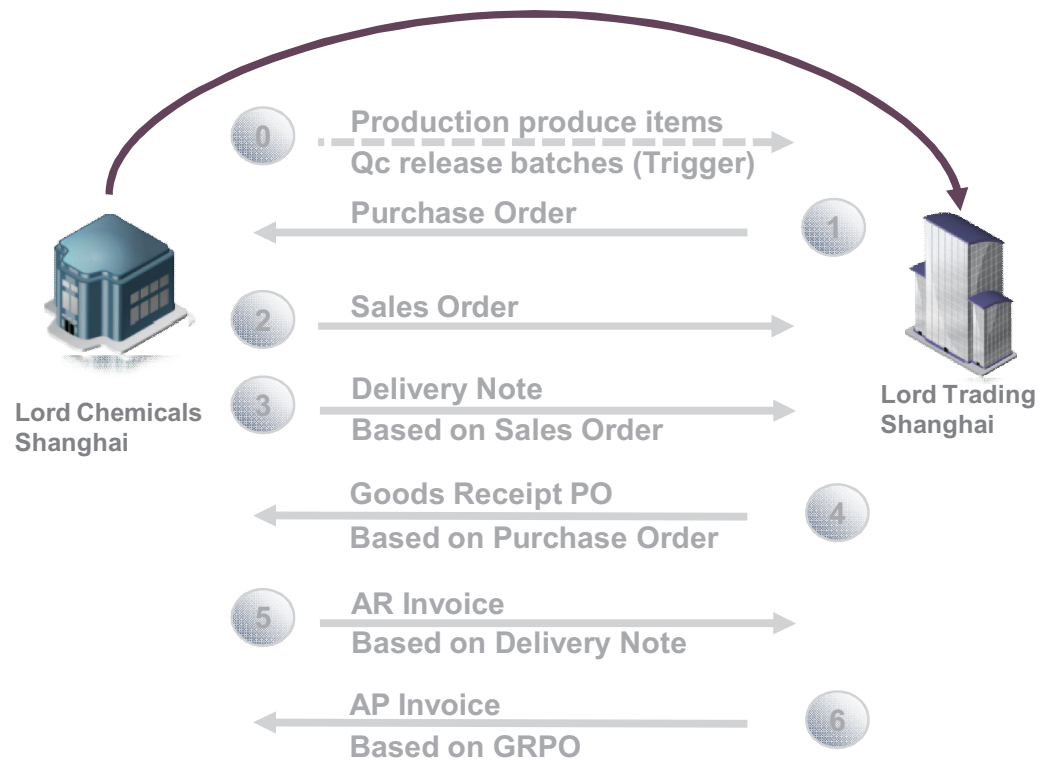
- Lord Corporation in China did implement 3 sites with SAP Business One in Shanghai:

Lord Trading Shanghai (LTS) – Sales office
Lord Chemicals Shanghai (LCS) – Production plant
Lord Mechanical Shanghai (LMS) – Production plant

- Lord Chemicals acts as a subsidiary of Lord Trading with its own warehouse
- Lord Chemicals produces goods and sells them all to Lord Trading company.
- Lord Trading purchases all the goods produced by Lord Chemicals on a daily basis.
- We developed an integration scenario that runs every night and creates automatically an Intercompany Scenario that transfers the daily production from LCS to LTS with all relevant A/P & A/R transactions.
- Batch release is the trigger to capture the finish goods to be transferred.
- LTS ships products based on automatically-created stock transactions between LCS and LTS.

Case Study 3 – Lord Corporation China

Intercompany Scenario





Thank You!

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