

# Multi-domain SAP Master Data Management Made Simple

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VP of Product

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VP of Customer Success

# About Cambrian Lab

## WHO WE ARE



### Team & Mission

Founded by Supply Chain, New Product Development and Enterprise Technology Experts from SAP, Samsung, Siemens, GM, Ford, Applied Materials to provide **Effective and Practical Solutions for the Modern Supply Chain**



### Expertise

- New Product Development/Introduction (NPD/I), Supply Chain Management and Logistics
- High-tech, Automotive, Semiconductors, Medical Device..
- Enterprise and Supply Chain Technology (ERP, SCM, Manufacturing, CRM, Sourcing, Finance)

## WHO WE SERVE



### Industries

Automotive, High-tech, Semiconductor Equipment, Medical Devices, Consumer Products  
**(From Fortune 100 to Start-ups)**



### Our Offerings

- **ZFlow** – Digital Workflow for the Product Supply Chain
- **Cogence** – Collaborative Product Development for High Quality, Safety and Reliability

## WHERE WE ARE



### US Locations

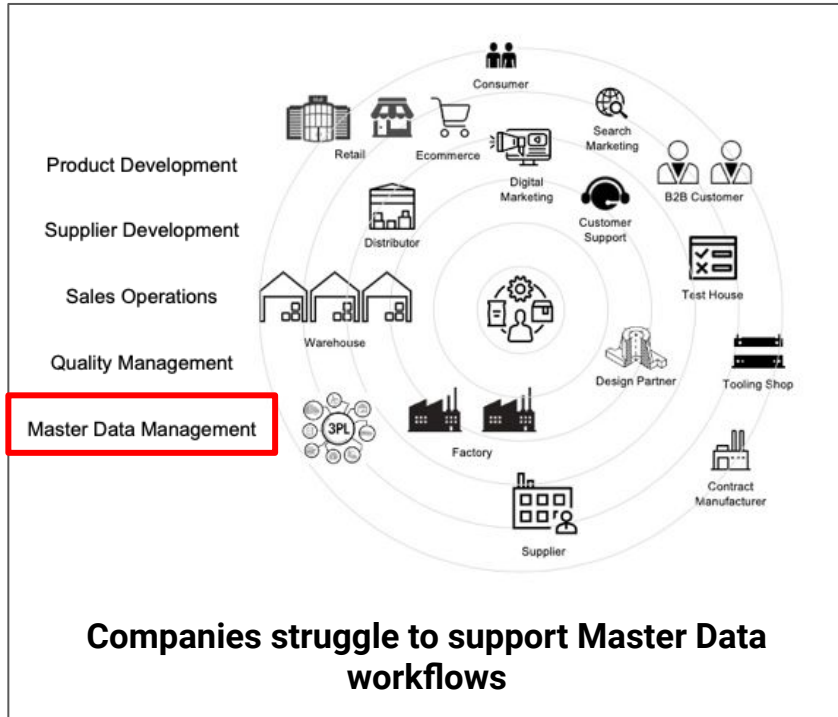
SF Bay Area, Boston, Detroit



### Implementation and Referral Partners

United States | Asia-Pacific

# Master Data Workflows are a Challenge for most Organizations



Poor E-commerce Performance      New Product Launch Issues      Supply Chain Disruption

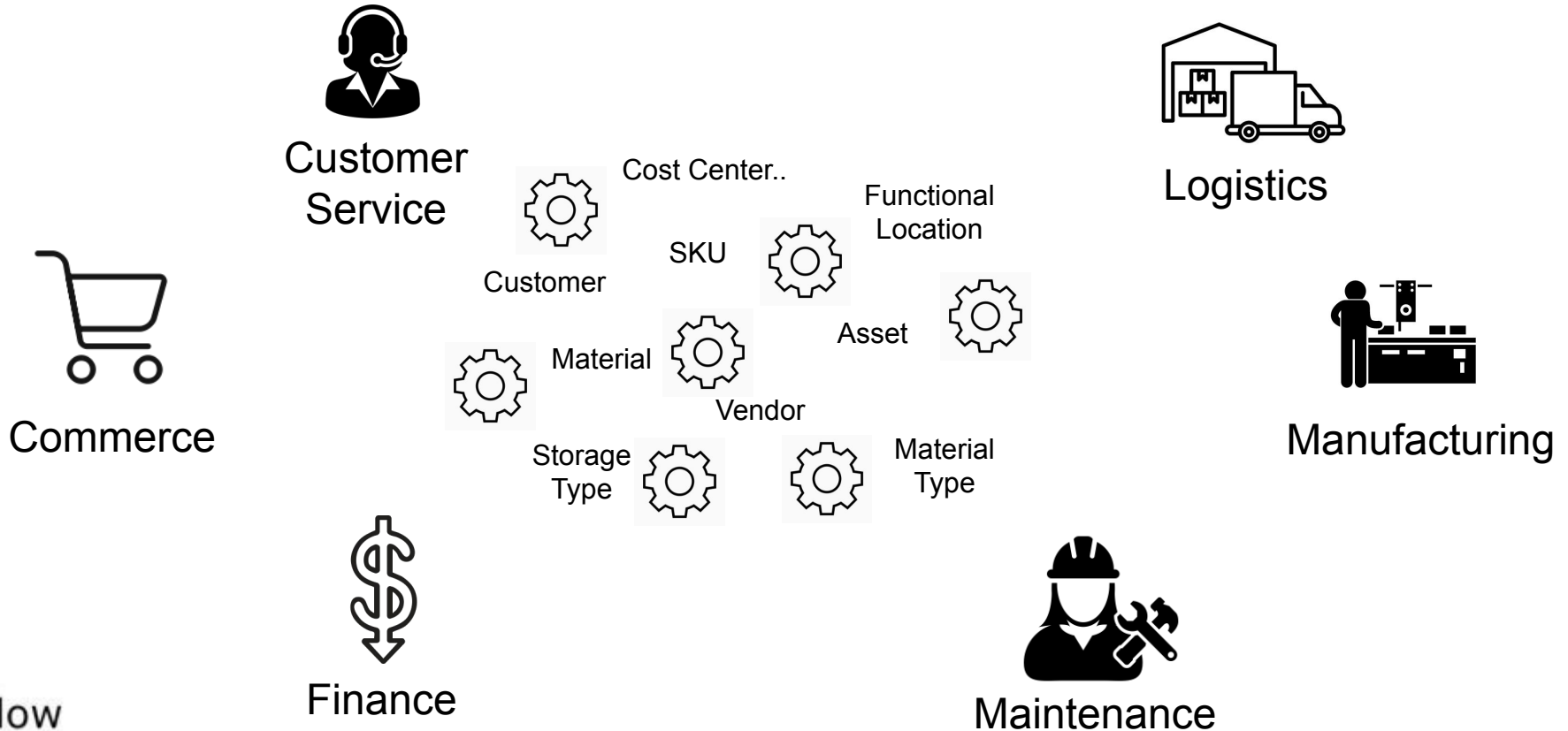
Poor Supplier Performance      Poor Product and Service Quality

High Sales Operations Cost      Lost Sales

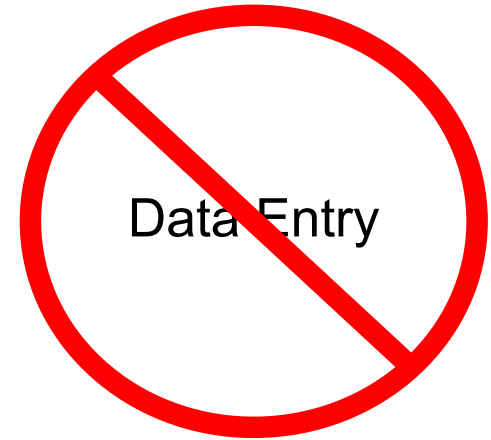
**Uniformly bad consequences**

- Effect
- Nothing exists in most cases
  - Require inordinate amount of development and IT support
  - Poorly designed (or) rigid point solutions
  - Do not have business process and supply chain context
  - ROI justification is hard with current approaches
- Because Master Data workflows are poorly supported**
- Root cause

# Good Master Data is Critical to Commerce, Finance and Supply Chain Excellence

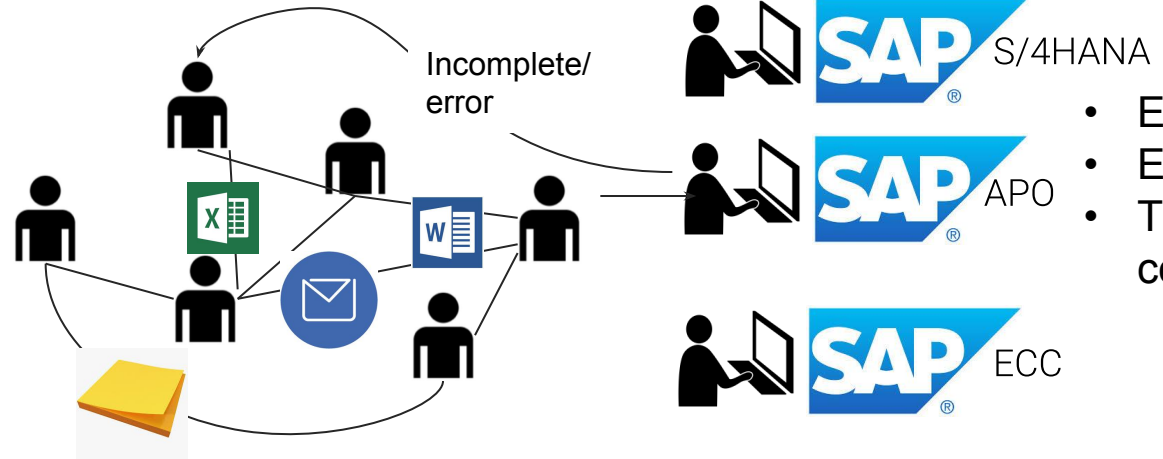


# Master Data Management



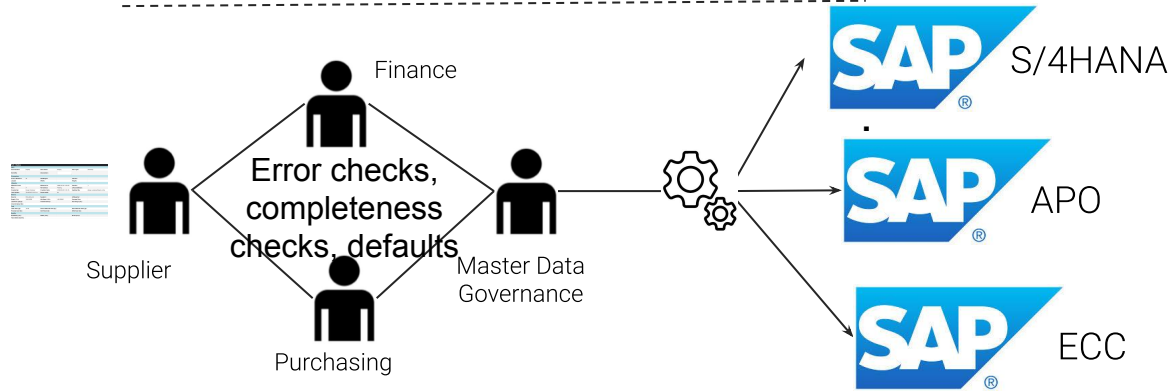
# Traditional vs. Collaborative SAP Master Data Management

Traditional Master Data Development



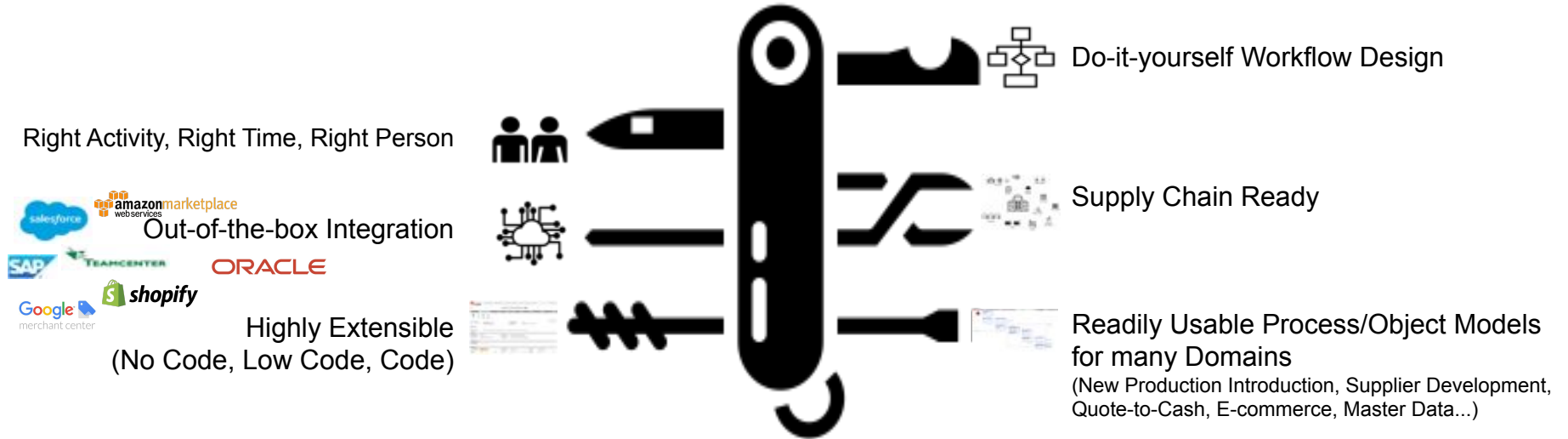
- Error-prone
- Expensive
- Time consuming

**Collaborative Master Data Management**



- Error proof
- Zero waste
- Simple & Quick

# ZFlow – The Swiss Army Knife of Digital Workflow



Unanimous perspective of ZFlow customers

Quite Possibly the Most Effective Digital Workflow Solution for the Supply Chain

# ZFlow Digital Workflow Templates for the Supply Chain

## Product Development

New Product Introduction  
Sustaining Engineering  
Component Engineering  
Advanced Product Quality Planning (APQP)

### Focus Areas

**Material Master** (Material/Part, BOM, AVL/AML)  
Vendor Onboarding and Master Data  
Customer Onboarding and Master Data  
SKU Lifecycle Management / E-commerce  
**Maintenance** (Equipment, Functional Location..)

## Master Data Management

Workflow Management

Application Integration



Master Data Synchronization

Supply Chain Collaboration

## Supply Chain

New Supplier Qualification & Onboarding  
Supplier Assessment and Development  
PO and Forecast Collaboration  
Subcontracting Collaboration

## Quality Management

IATF 16949 QMS (Automotive)  
ISO 13485 QMS (Medical Device)  
Failure Reporting and Corrective Action System  
Continuous Improvement (A3 Report, Kaizen Event..)  
Supplier Quality Engineering

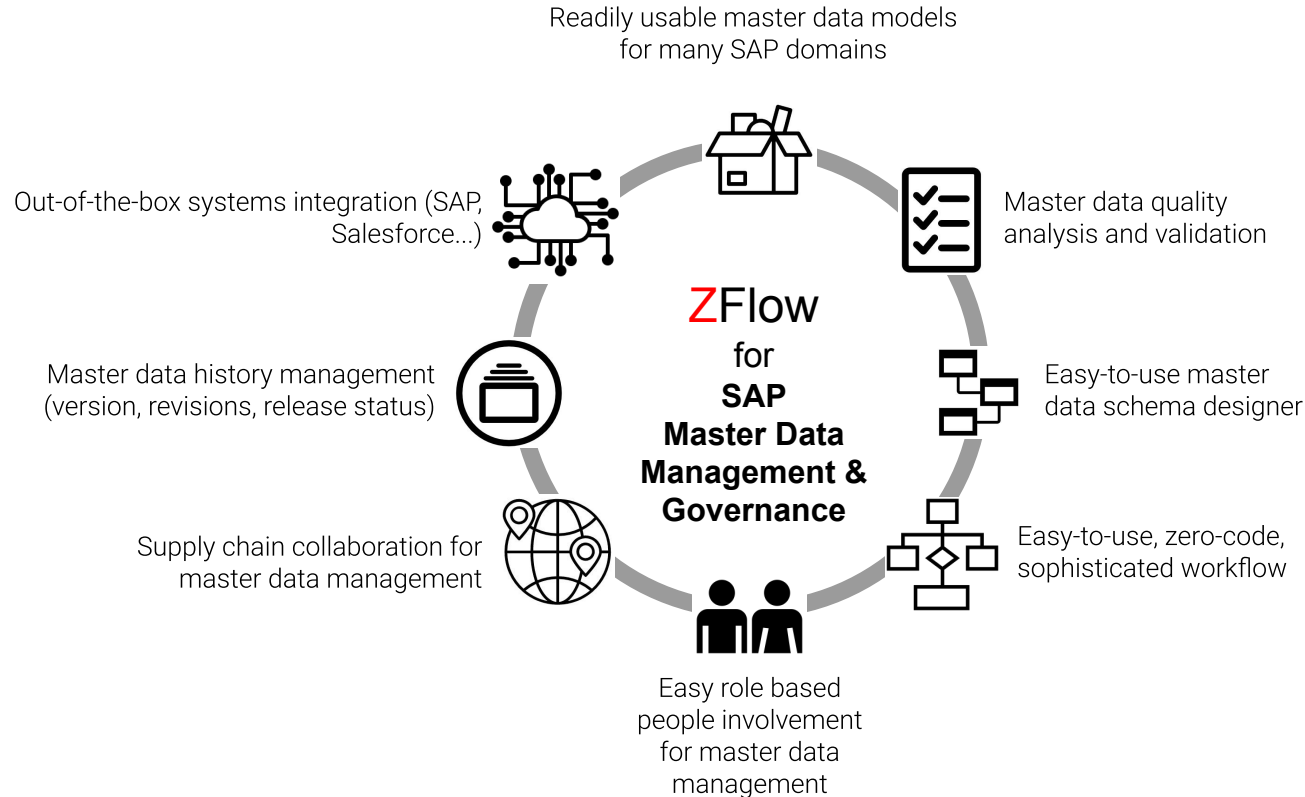
## Sales Operations

Quote-to-cash Process Orchestration  
SKU Lifecycle Management  
New Customer Onboarding  
Ecommerce Channel Integration




# ZFlow for Collaborative SAP Master Data Management

*Powerful Capabilities for Effective Master Data Management*













# Readily Usable SAP Master Data and Related Workflows




 [Launch Pad](#) [Administration](#) [Data Maintenance](#) [New Process](#) [Repository](#) [Reports](#) [My Profile](#) [Search](#) Admin Adm

### Launch Pad for Administrator




#### Material Master Data Management

 <b>Create SAP Material Master</b> <a href="#">Active(0)</a>   <a href="#">Find</a>   <a href="#">Insights</a>   <a href="#">New</a>	 <b>NPI Process - Multiple Materials</b> <a href="#">Active(3)</a>   <a href="#">Find</a>   <a href="#">Insights</a>	 <b>NPI to Production Transfer</b> <a href="#">Active(2)</a>   <a href="#">Find</a>   <a href="#">Insights</a>   <a href="#">New</a>	 <b>New Part Request</b> <a href="#">Active(6)</a>   <a href="#">Find</a>   <a href="#">Insights</a>   <a href="#">New</a>
 <b>Approved Manufacturer List</b> <a href="#">List(0)</a>   <a href="#">Find</a>	 <b>Approved Vendor List</b> <a href="#">List(0)</a>   <a href="#">Find</a>	 <b>Part/Assembly</b> <a href="#">List(32)</a>   <a href="#">Find</a>	 <b>SAP Material Master</b> <a href="#">List(2)</a>   <a href="#">Find</a>
 <b>SAP Purchase Info Record</b> <a href="#">List(0)</a>   <a href="#">Find</a>	 <b>Manufacturer</b> <a href="#">List(15)</a>   <a href="#">Find</a>		




#### Supplier Master Data Management

 <b>New Supplier Request</b> <a href="#">Active(4)</a>   <a href="#">Find</a>   <a href="#">Insights</a>	 <b>Vendor Master</b> <a href="#">List(0)</a>   <a href="#">Find</a>	 <b>Supplier</b> <a href="#">List(16)</a>   <a href="#">Find</a>
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#### Customer Master Data Management

 <b>New Customer</b> <a href="#">Active(3)</a>   <a href="#">Find</a>   <a href="#">Insights</a>	 <b>Customer Master</b> <a href="#">List(0)</a>   <a href="#">Find</a>	 <b>SAP Customer Master</b> <a href="#">List(1)</a>   <a href="#">Find</a>
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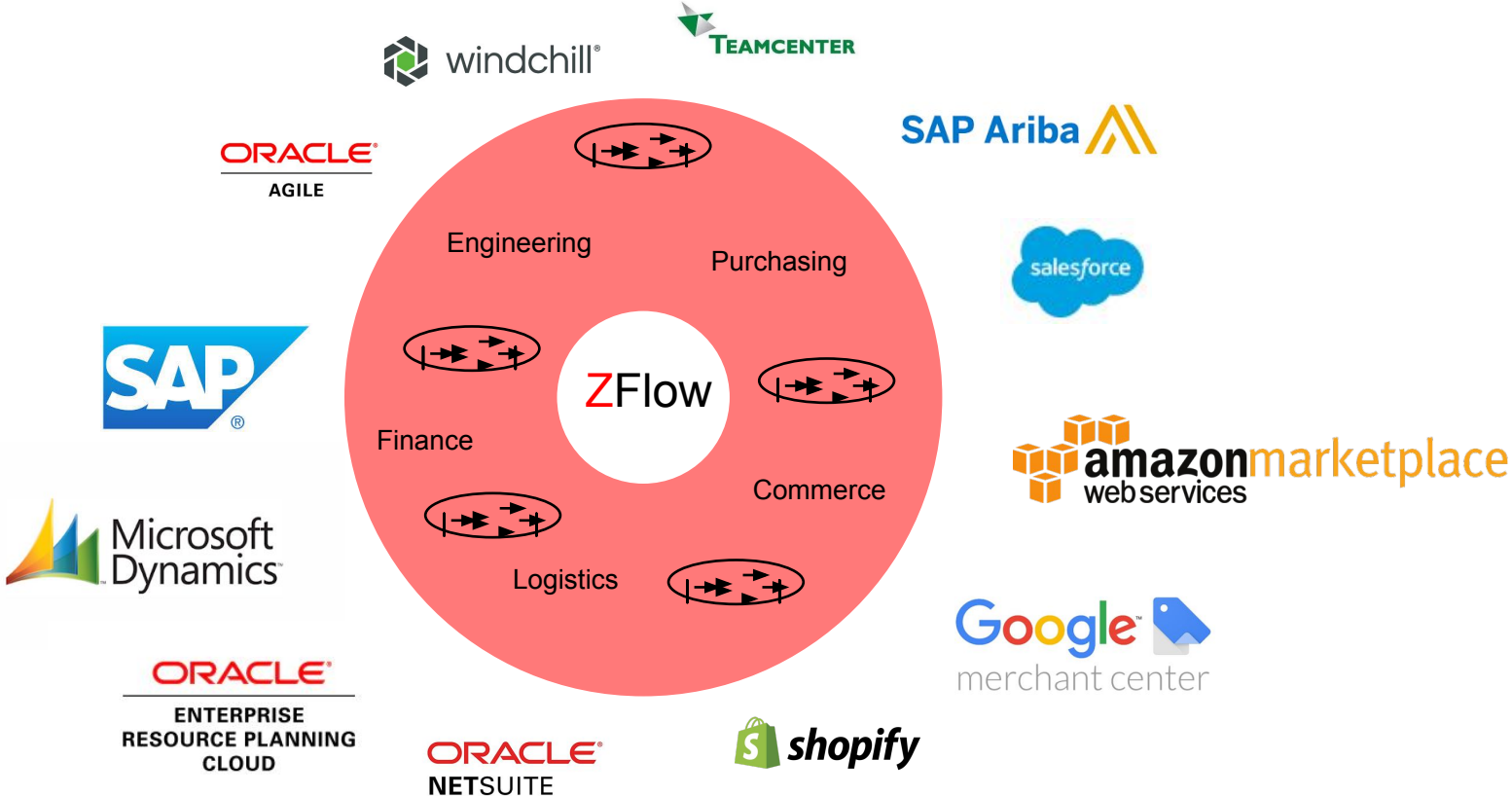
#### ECommerce Master Data Management

 <b>Multi SKU GTM Workflow</b> <a href="#">Active(1)</a>   <a href="#">Find</a>   <a href="#">Insights</a>	 <b>Single SKU GTM Workflow</b> <a href="#">Active(0)</a>   <a href="#">Find</a>   <a href="#">Insights</a>   <a href="#">New</a>	 <b>SKU</b> <a href="#">List(0)</a>   <a href="#">Find</a>
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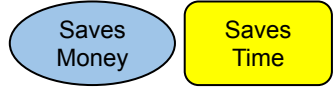
#### Manufacturing Master Data Management






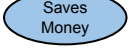




 <b>Bill Of Material</b> <a href="#">List(1)</a>   <a href="#">Find</a>	 <b>Control Plan</b> <a href="#">List(0)</a>   <a href="#">Find</a>	 <b>Process FMEA</b> <a href="#">List(0)</a>   <a href="#">Find</a>	 <b>Process Plan</b> <a href="#">List(1)</a>   <a href="#">Find</a>
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# Rich Capabilities for Integrating to Best-of-Breed Applications for Master Data Management



# ZFlow is Better for Customers



	ZFlow	Alternatives	
<b>Readiness for use</b>	<b>Useful from Day 1</b> (Many ready-to-use master data object models and supporting workflows)	At least 2-3 months of implementation	 
<b>Unlimited Users</b>	<b>Unlimited users</b> when subscribing to instance based usage on Public Cloud Platforms	Per user licensing can limit usage/value and can become very expensive	
<b>Ease of use</b>	<b>Zero code workflow design</b> , modern UI framework, mobile ready	Requires coding, extensive in some cases	 
<b>Supporting Technology Cost</b>	<b>\$0</b> - 100% built on open source components (Tomcat and mySQL)	Often require additional and highly expensive supporting technology (SQLServer, Oracle, .NET Servers..)	
<b>Supply Chain Ready</b>	Workflows can be <b>extended to suppliers and customers easily</b>	Usually do not support supply chain oriented workflows	
<b>100% Browser Based</b>	All <b>administration</b> and use is <b>browser based</b>	May require extensive systems management expertise	
<b>Public Cloud</b>	<b>Ready for operations</b> on all Public Cloud platforms (AWS, Azure, Google Cloud Platform)	May require extensive set up	 
<b>Integration</b>	<b>Readily available integration</b> (SAP, Salesforce...)	Often require expensive middleware	 

# Demo

## Highlights

- Simple for end users
- Part request business process

Simple  
Material  
Creation

## Highlights

- Right information from the right users at the right time

Creation of  
Multiple  
Materials

## Highlights

- Right information from the right users

Extending  
Existing  
Materials

## Highlights

- PO and Purchase Info Record info for decision making

Intricate  
Scenario - NPI  
to Production  
Transfer

## Highlights

- Security (Bank info, etc.)
- Attachments
- Check lists
- External system integration

Supplier  
Onboarding

New Customer  
Onboarding

# ZFlow Success Stories

## Global Tier 1 Automotive Supplier

**Number of Users:** 200+

**Deployed Processes:**

- Engineering change authorization
- Manufacturing change authorization
- Production part approval process
- Process FMEA
- Repository for Part, Tooling and Manufacturing Process information

**Systems integrated:**

- SAP
- PTC Windchill

## Semiconductor Systems & Embedded Computing Industry Leader

**Number of Users:** 200+

**Deployed Processes:**

- New Part Request/Release
- New Component Request, Component Change
- PCN Analysis, EOL Analysis

**Systems integrated:**

- SAP

## Leading Specialty Chemicals Manufacturer

**Deployed Processes:**

- Material, Customer, Vendor Master Data Workflows

**Systems integrated:**

- SAP

# Summary

- ❑ *Proven success in many industries*
- ❑ *Easy to adopt and loved by users*
- ❑ *It only takes minutes to get started with the [Test Drive](#)*

# For More Information

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[ZFlow for Collaborative SAP Master Data Management](#)