

Master Data Management for SAP Made Simple

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Agenda

- About Cambrian Lab
- Master Data Management is Changing
- Typical Master Data Scenarios
- Demo
- Scenarios from the Real World
- Q&A
- Test Drive ZFlow for SAP Master Data Management

About Cambrian Lab

Mission: To Provide Effective and Practical Solutions for New Product and Supply Chain Development

Team

Supply Chain, New Product Development and Technology Experts from SAP, Samsung, Siemens, GM, Ford, Applied Materials

Expertise

- New Product Introduction, Supplier Development and Quality Management
- Enterprise and Supply Chain Technology (ERP, SCM, Manufacturing, CRM, Sourcing, Finance)

Industries

Automotive, High-tech, Semiconductor Equipment, Medical Devices, Consumer

Products



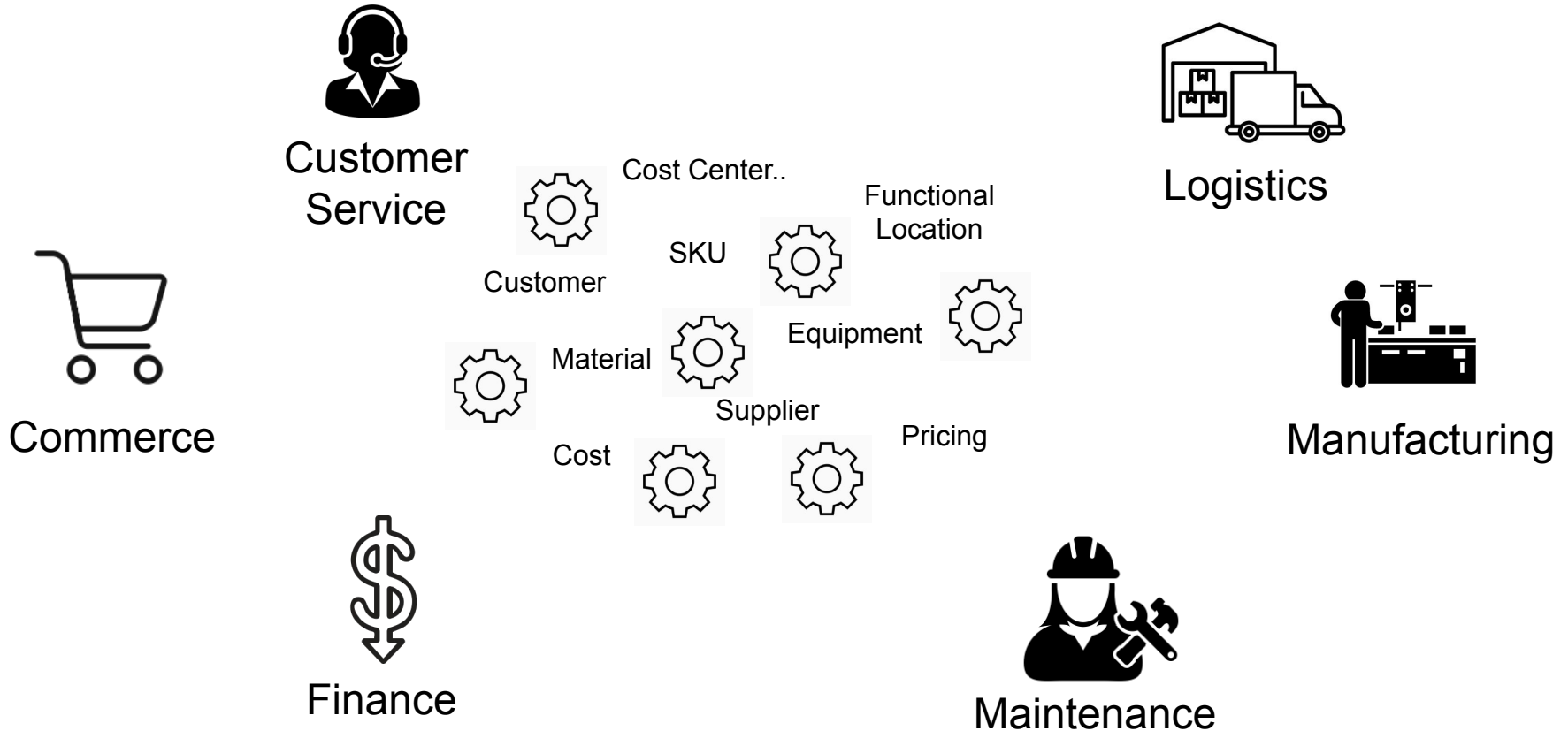
Offerings

ZFlow – Digital Workflow for the Modern Supply Chain

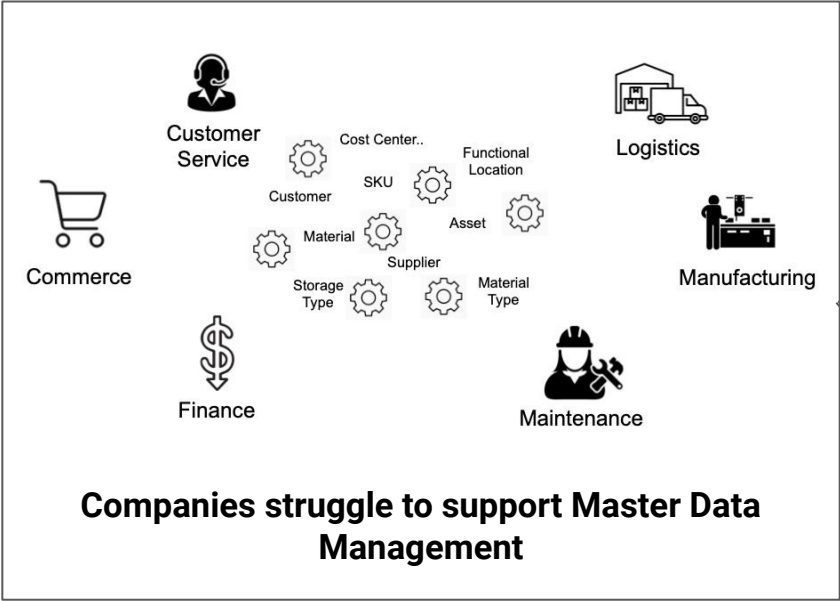
Locations

SF Bay Area, Detroit, Boston, Houston

Good Master Data is Critical for Operational Excellence



Master Data Management is a Struggle for most Organizations



Effect

New Product Launch Issues

Product Launch Delay

Supply Chain Disruption

Poor Supplier Performance

Poor Product and Service Quality

High Sales Operations Cost

Lost Sales

Uniformly bad consequences

Root cause

- Nothing exists in most cases (Email, Excel..)
- Too much focus on data entry and not on business needs
- Business stakeholders are not directly involved
- Takes too long and too much effort

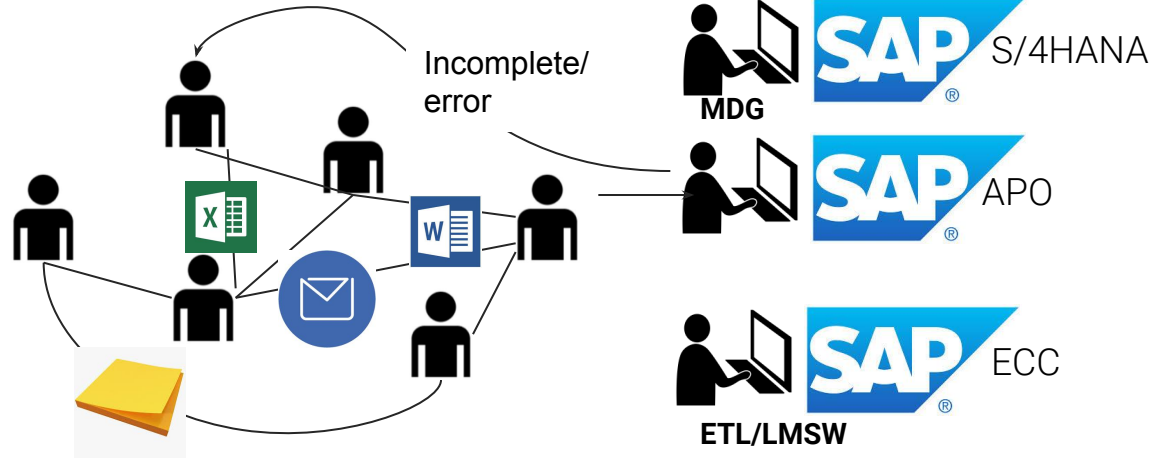
Because Master Data workflows are poorly supported

Master Data Management

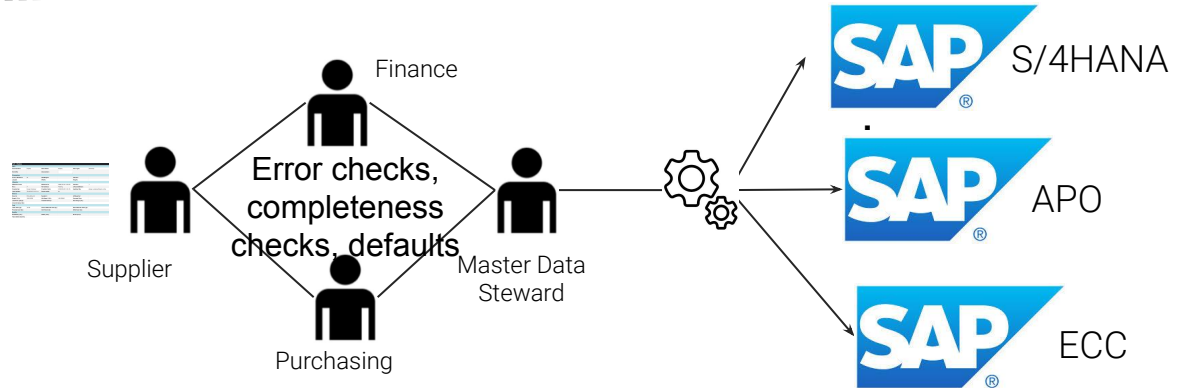


Traditional vs. Collaborative Master Data Management

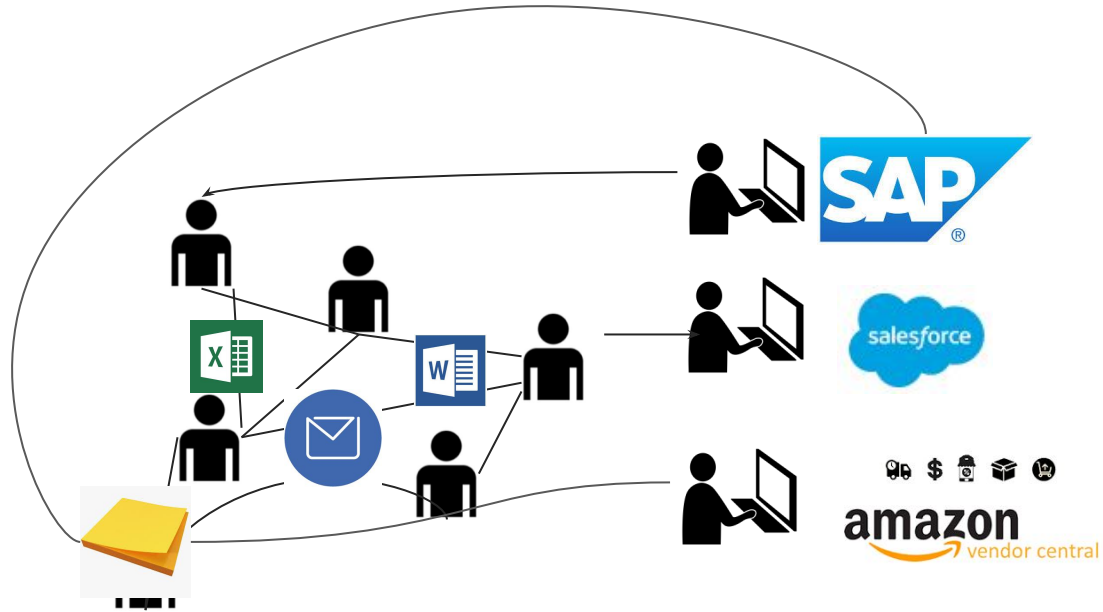
Traditional
Master Data
Development



**Collaborative
Master Data
Management**



Traditional Master Data Management

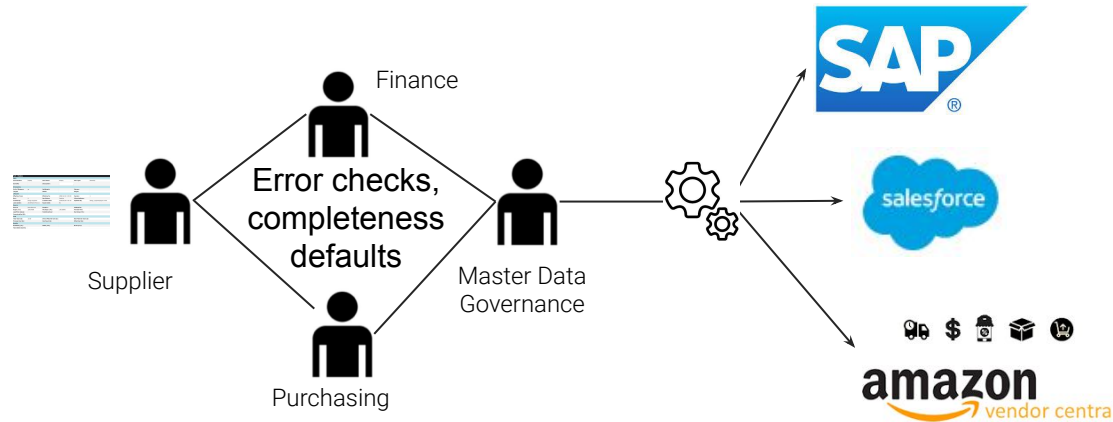


Very little business stakeholder involvement

Can take a lot of time and resources

Data focus

Collaborative Master Data Management



Faster and simpler
with digital workflow

Driven by business
stakeholders

Business focused

Error-proof

*Inventory levels
Logistics flow
Supplier risk
E-commerce
readiness
.....*

New Product
Introduction

E-Commerce and
Sales Operations

Supply Chain
Development

Manufacturing

Quality
Management

Customer
Service

Maintenance

Typical Master Data Scenarios

Master Data Management

- New Part/Material Request
- New Material (Basic View)
- Extend Material (All Views)
- Change Material
- New Materials
- Bill of Material
- Routing
- Recipe
- Production Version
- New SKU
- Channel SKU Listings (Amazon, Shopify, Google Merchant Center)
- E-commerce Variation Management

- Approved Manufacturers
- Approved Manufacturer Parts
- Approved Suppliers
- New Supplier Request
- New Supplier Onboarding
- Vendor Change
- Purchase Info Record
- Pricing Master
- Pricing Change
- Cost/Price Synchronization
- New Customer
- E-commerce Branding Content
- Equipment
- Functional Location
- Maintenance Plan

Component Engineering

- New Component Request
- Component Change Request
- New Component Qualification
- New Component Manufacturer Qualification

E-commerce

- SKU Lifecycle Management
- Amazon Seller and Vendor Central Integration – Product/Image/A+ Content/Inventory/Pricing Feed
- Google Merchant Center Integration – Product Feed
- Shopify Integration – Product Feed / Orders

Product Engineering

- New Product Development using Stage-gate Workflow
- New Product Development using Concurrent Engineering Workflow
- New Part Request
- New Part Release

ZFlow – The Swiss Army Knife of Digital Workflow

Effective and Seamless
Master Data Workflows

Involves All the Right
People at the Right Time

Out-of-the-box Integration to
ERP, CRM, E-commerce,
PLM, Supply Chain systems

Supply Chain Ready

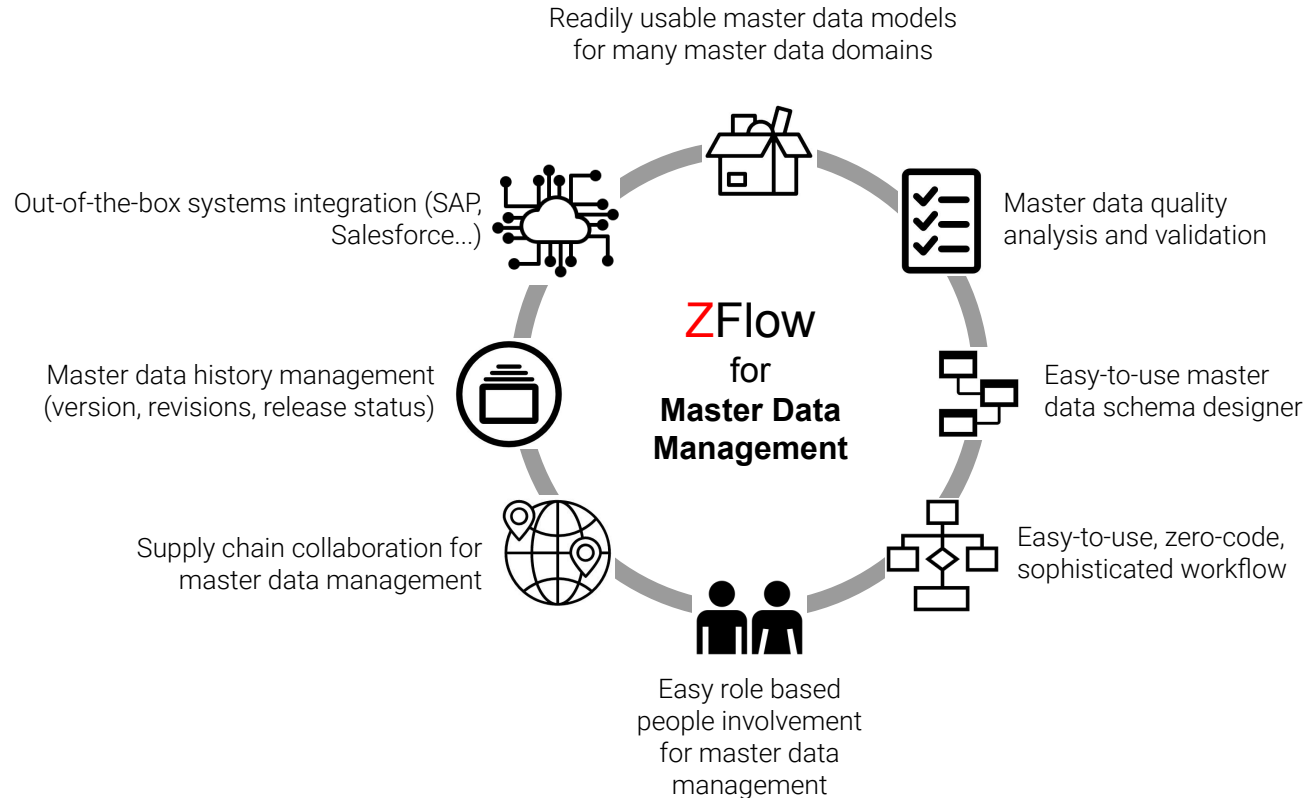
Zero-code

Support for Many Master
Data Domains

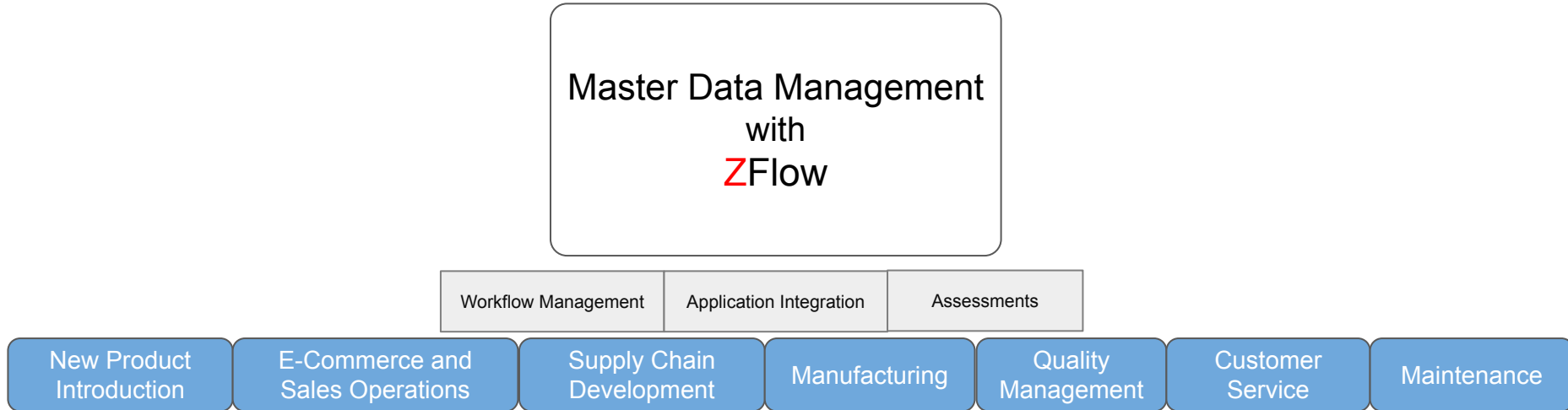


ZFlow for Collaborative SAP Master Data Management

Powerful Capabilities for Effective Master Data Management

















ZFlow MDM Focuses on Operational Excellence



Readily Usable Master Data and Related Workflows

Launch Pad for Administrator

Material Master Data Management

 EOL Notice (Marketing) Active(0) Find Insights	 Create Material Master Multiple Views Active(0) Find Insights New	 Extend Material Master Active(31) Find Insights New	 NPI Process Multiple Materials Active(4) Find Insights New
 NPI to Production Transfer Active(32) Find Insights New	 New Part Request Active(23) Find Insights New	 Test for Wait Active(0) Find Insights New	 New Pricing Master Active(24) Find Insights New
 Pricing Master Active(16) Find Insights New	 Material Master List(2) Find Insights	 Part/Assembly List(43) Find Insights	 Plan For Every Part List(3) Find Insights
 SAP Material Master List(2) Find Insights	 SAP Purchase Info Record List(1) Find Insights		

Supplier Master Data Management

 Supplier Risk Assessment Active(1) Find New	 Extend Supplier Active(0) Find Insights	 New Supplier Request Active(26) Find Insights New	 Supplier Profile List(21) Find Insights
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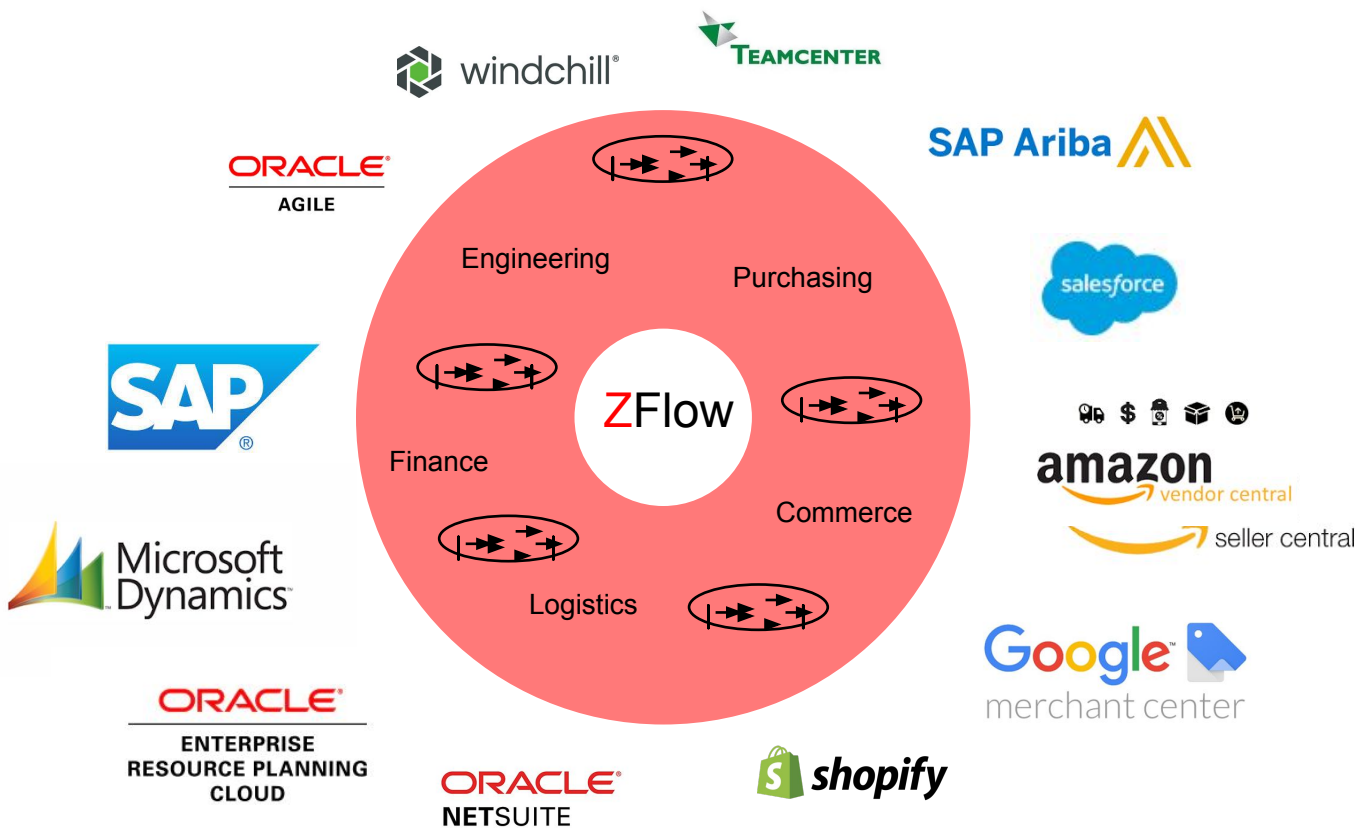
Supply Chain Master Data Management

 Supply Chain Risk Assessment Active(1) Find New

Customer Master Data Management

 New Customer Active(14) Find Insights	 SAP Customer Master List(1) Find Insights
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Rich Capabilities for Integrating to Best-of-Breed Applications for Master Data Management



Demo

Variety of
Workflows for
Master Data

Materials
Master Data
Workflows

New Supplier
Onboarding

New Customer
Onboarding

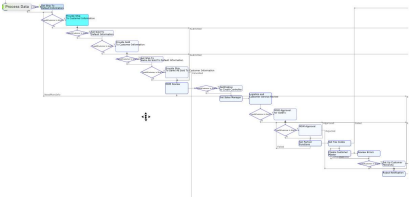
Do-it-yourself
Workflow

Integration
Made Easy

Insights

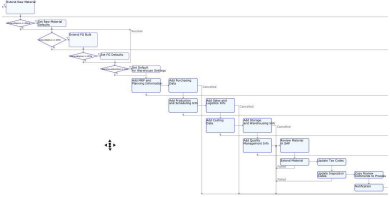
Real World Master Data Workflows

New Customer

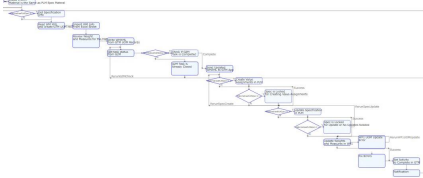


15-20 days to hours

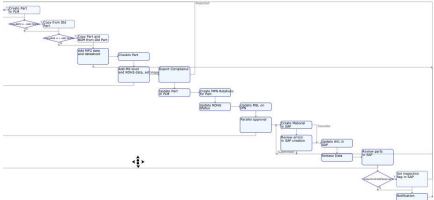
Extending a Material



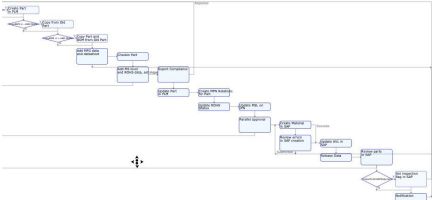
Units of Measure Synch



Product Release (Materials and BOM)



New Component (Approved Vendors/Manufacturers)



ZFlow Success Stories

Global Consumer Packaged Goods Leader

Deployed Processes:

- Cost Synchronization
- Units of Measure Sync between Manufacturing, PLM and OTC Systems

Systems integrated:

- SAP
- SQL Server

Semiconductor Systems & Embedded Computing Industry Leader

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, Customer Master Data Workflows

Systems integrated:

- SAP

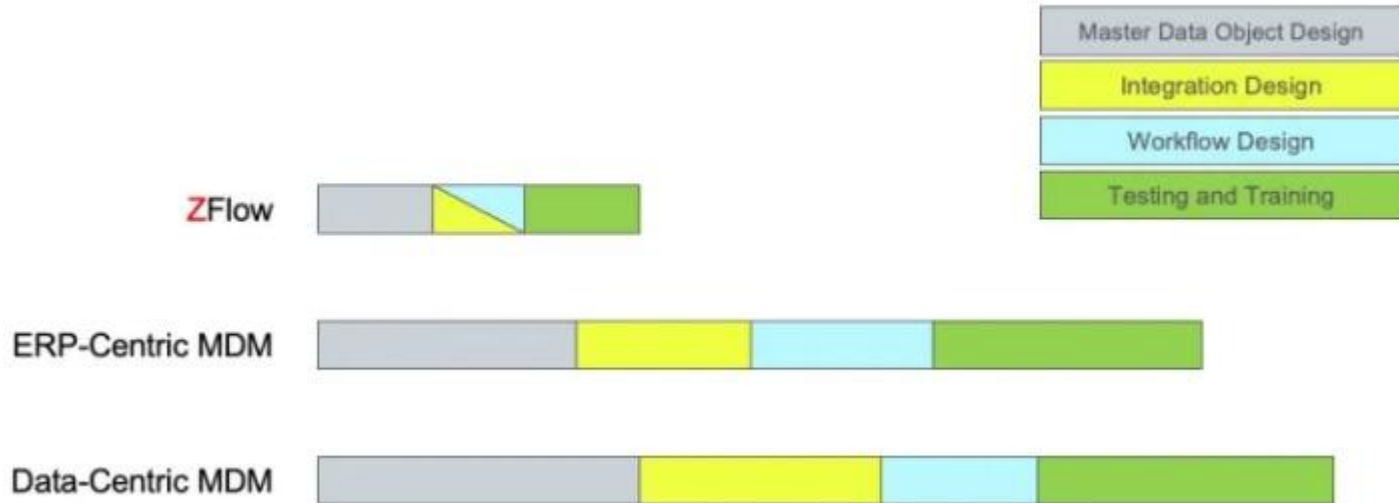
ZFlow is Better

Saves Money Saves Time

	ZFlow	Alternatives (ERP-centric, Data-centric)	
Variety of Master Data Workflows	*****	**	Saves Money Saves Time
Master Data Domains	*****	***	Saves Money
Democratizing Master Data	*****	**	Saves Money Saves Time
Total Cost of Operations	*****	**	Saves Money
Time-to-Value	*****	*	Saves Money Saves Time
Integration	*****	**	Saves Money Saves Time
Supply Chain Readiness	*****		Saves Money Saves Time

Time-to-value

Time-to-value Comparison



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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