e-Commerce @ Walter

The variety of connections to Walter
e-Commerce @ Walter

1. Short description & target groups
2. Walter TOOLSHOP
3. Walter EDI
4. PunchOut/Open Catalogue Interface (OCI)
5. B2B Marketplaces
Mainly small and medium sized customers / dealers

Mainly medium sized and key account customers / dealers

Any kind of customers & dealers

Any kind of customers & dealers

The Walter Online Shop

Direct interface between your ERP system and the Walter SAP

Use the Walter TOOLSHOP interface as a catalogue directly out of your ERP system to see current product availability & your prices

You can order Walter products via a provider out of your own ERP system

Any kind of customers & dealers

Advantage if using already Walter EDI PunchOut/OCI
Walter TOOLSHOP
The smart Online Shop for your cutting tools demand
The Walter TOOLSHOP

- **The Online Shop with the current information about the Walter tools**
  Relevant information like e.g. stock availability, customer specific prices etc. are easily accessible.

- **Quick and easy to use**
  Access with a user name and password. Via „Single Sign-on“ you can make use of all the functionalities on the Walter Web Platform.

- **TOOLSHOP „TO GO“ – also applicable via all mobile devices (e.g. smartphones, tablets, etc.)**
  With only a few clicks you can check all necessary information & order Walter tools with your mobile device wherever and whenever needed.

- **Available in 20 languages**
1. Comprehensive tool program:
Complete range of standard tools for the competence brands Walter, Walter-Titex and Walter-Prototyp, which means 45.000 products available 24 hours a day.
1. Comprehensive tool program

2. Product search

Quick and easy product search with search and filter function.
1. Comprehensive tool program

2. Product search

3. Stock availability & prices
   - Check the stock availability before sending an order.
   - You have your current net- and list prices always in one glance.
1. Comprehensive tool program

2. Product search

3. Stock availability & prices

4. Orders & invoices
   • Check all your transaction details in the order and invoice history.
   • You can even re-order products from there.
TOOLSHOP – An overview

1. Comprehensive tool program
2. Product search
3. Stock availability & prices
4. Orders & invoices
5. Order tracking

Follow the status of your order via the tracking number in the order details, which is linked to your carrier’s homepage.
TOOLSHOP – An overview

1. Comprehensive tool program
2. Product search
3. Stock availability & prices
4. Orders & invoices
5. Order tracking
6. Personal address book

6. Personal address book
Save your delivery addresses in your personal address book to simplify your direct delivery handling.
1. Comprehensive tool program
2. Product search
3. Stock availability & prices
4. Orders & invoices
5. Order tracking
6. Personal address book
7. Ordering from catalogues

- Choose the suitable products from e-Paper or GPS catalogue and transfer them to TOOLSHOP through a wish list.
- You can even use the quick product code search, which is accessible from each page within the Walter Web Platform.
TOOLSHOP – An overview

1. Comprehensive tool program
2. Product search
3. Stock availability & prices
4. Orders & invoices
5. Order tracking
6. Personal address book
7. Ordering from catalogues
8. File upload

8. File upload
Easy import of flat files from your purchasing system to avoid double order entry.
TOOLSHOP – An overview

9. Change customer

With only one login the user can switch between customer numbers that he is responsible for.
Walter EDI

The partnership solution for a facilitated supply chain
EDI – Electronic Data Interchange

- EDI (Electronic Data Interchange) is a system for the automated exchange of documents between computerized business process applications.
- It allows business partners to electronically exchange purchase orders, invoices, order confirmations and other business documents between different ERP systems, without human intervention.
- Many manual steps aren’t necessary any more and error rates decrease.
- Automation of business processes result in a more efficient supply chain.
- The EDI interface ensures a growing customer-supplier relationship.
EDI – Electronic Data Interchange

Ordering process

- Customer file format
- EDI server
- Walter file format
- Order confirmation, delivery note & invoices

Customer

Walter

Customer file format

Walter file format
1. Familiarity

You only use one system (= your purchasing system), which you are familiar with.
1. Familiarity

2. Speed & flexibility

   - Data can move directly out of one computer system and into another with little to no delay.
   - Manual administration is minimized.
   - No double order entry!
   - Flexibility of “just-in-time” ordering: 24/7 availability of the system
1. Familiarity

2. Speed & flexibility

3. Accuracy

Errors are reduced, because data is not being re-keyed. Higher data quality!
EDI – Electronic Data Interchange

1. Familiarity

2. Speed & flexibility

3. Accuracy

4. Documentation

4. Unique way of documentation
   All electronically exchanged documents can easily be archived and tracked.
EDI – Electronic Data Interchange

1. Familiarity

2. Speed & flexibility

3. Accuracy

4. Documentation

5. Security

- Much lower risk of information loss than sent in traditional ways.
- Access only by authorized users.
- There are audit trails and archives of data.
- No danger of viruses.
1. Familiarity
2. Speed & flexibility
3. Accuracy
4. Documentation
5. Security
6. Comprehensive tool program

6. Comprehensive tool program:
Complete range of tools for the competence brands Walter, Walter-Titex and Walter-Prototyp, which means more than 45,000 products available 24 hours a day.
Walter PunchOut/OCI

More convenience during the purchasing process
PunchOut/OCI – Open Catalogue Interface

- **Open Catalogue Interface** (in SAP) or PunchOut (in other ERP systems) is an open & standardized catalogue interface (via Standard-Internet protocols).

- It allows you to quickly and precisely complete a purchase order within your internal ERP system, while having access to current product data of the Walter products.

- PunchOut/OCI uses the Walter TOOLSHOP interface to provide you with information about stock and prices, before you continue the ordering process via EDI or the conventional way (via e-Mail or fax).
PunchOut/OCI – Open Catalogue Interface

What exactly is it?

1. **Purchase order screen**
   - Browse to the Walter TOOLSHOP (auto login connects to cust. number)

2. **Customer checks current information about:**
   - Walter products
   - Prices
   - Stock
   - and adds products to shopping cart

3. **Chosen products are sent back via „Punch out“ button. The shop window is closed.**

4. **Finalize the order in the own system**
   - Send the order ideally via EDI or the standard way
     - Go manually back to the shop window
     - Press check-out
     - Add your reference number
     - Send the order via TOOLSHOP

5. **Walter systems**
   - Chosen products are sent back via "Punch out" button. The shop window is closed.
   - Finalize the order in the own system
   - Send the order ideally via EDI or the standard way
1. Stock availability & prices:

- The stock availability can be checked before sending the order
- You have your current net- and list prices always in one glance
1. Stock availability & prices

2. Accuracy

- No upload of product data into your purchasing system needed. All information online accessible.
- No inaccurate data
- No updates of e-catalogues necessary anymore.
PunchOut/OCI – Open Catalogue Interface

1. Stock availability & prices

2. Accuracy

3. No expenses

- No costs for hard- or software!
- Only a few adaptations needed in the settings of your purchasing system!
**PunchOut/OCI – Open Catalogue Interface**

1. Stock availability & prices

2. Accuracy

3. No expenses

4. Familiarity

   - Retain your internal release processes
   - Order from your familiar purchasing system
PunchOut/OCI – Open Catalogue Interface

1. Stock availability & prices
2. Accuracy
3. No expenses
5. Efficient in combination with Walter EDI

Further time and cost savings if you use Walter EDI for your purchase orders.

5. Efficient with Walter EDI
4. Familiarity

5. Efficient in combination with Walter EDI

Familiarity

Efficient with Walter EDI

Efficient in combination with Walter EDI

No expenses

Stock availability & prices

Accuracy

PunchOut/OCI

PunchOut/OCI – Open Catalogue Interface

1. Stock availability & prices
2. Accuracy
3. No expenses
4. Familiarity
5. Efficient with Walter EDI
6. Security

No firewall issues due to usage of http protocols.
B2B Market places

One interface, multifaceted connections
B2B Market places

• The idea of Market places or platforms is to mediate the offer and demand between several suppliers on the one side and several customers on the other side.

• You differentiate between horizontal (=One-stop shopping, interbranch) and vertical (branch specific) market places.

• Market place providers also used to offer functionalities like transaction and order management, invoicing and execution of the payment process.

• Additional services like catalogue management, CRM or financing can also be part of the offer.
B2B Market places

Customer A
Customer B
Customer C
Supplier X
Supplier Y
1. Huge coverage:
You are connected to a lot of suppliers through only one interface and can do right away electronic business with them.
1. Huge coverage

2. Easy connection

The EDI connection needs to be set up to only one provider accessing multiple supplier plants worldwide.
2. Easy connection

3. One contact

3. One contact:
In case of problems with the interface, you have only one contact – the B2B market place itself – to clarify the topics.
1. Huge coverage

2. Easy connection

3. One contact

4. Basic & transaction fees:

In most cases both, customers and suppliers, need to pay basic and often also transaction fees for the collaboration via the platform.
Engineering Kompetenz