



## PRESS RELEASE

### New methods of integrated quotation costing in SAP

**Mannheim, 25 August 2010 – The SAP Service Partner OSCo Olbricht, Seehaus & Co. Consulting GmbH is a consulting and software company specializing in the value chain within manufacturing and sales, for the production and process industry. OSCo provides a new and completely integrated solution in SAP for efficient costing and quotation transfer. The OSCo Quotation Costing is especially suitable for companies with a multi-variant and multi-level production.**

For most suppliers in the industry, an efficient quotation costing is a substantial competitive edge. The placement of an order often requires numerous quotations within a short period of time. Therefore, a high availability and reliability of the underlying costing data is crucial to reach target prices and minimum margins.

With the OSCo Quotation Costing, the quotations are calculated based on rules, as only the particularities of the inquiries have to be entered on prepared screens. Thus, complex quotations can also be calculated quickly and accurately. It is now possible to build several assembly-like costing alternatives for different production technologies or lot sizes (scale quantities) without existing master data structures.

In the case of a subsequent order, users are able to generate rule-based article masters, routings and bills of material as well as customary data, all of which are necessary for a repetitive manufacturing in the ERP system. The procedures of the SAP Variant Configuration and SAP Document Management can be integrated with all functions.

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As the costing for the creation of quotations does no longer exist locally in external applications for the respective user, system discontinuities can be avoided. The guaranteed consistent data retention and the integration of the entire process reduces the risk of faulty or contradictory quotations, including quotations for cross-company organizations. The history is transparent and can be traced according to the criteria the quotation had been created and by the approaches the costing was based upon.

With this approach, late quotation submissions by ambiguous user substitutions, missed margins by differently used costing rules and scales, and a non-transparent quotation reporting will belong to the past.

The solution is completely integrated in the SAP ERP system without any interfaces whereby the essential logistics functions of SAP are appropriately consolidated. The high degree of integration of the controlling in the SAP system is carried out methodically in order to ensure the transparency and reliability of the product cost data at any time.

In the last six months, the software has been implemented successfully in three European production companies.

As a next step, it is planned to carry out the system integration with CAD/CAM systems by the product-lifecycle system ATLAS 9000 of Normcad. Also, the strategic part management system 'PARTsolutions' of CADENAS will be integrated with the Quotation Costing.

SAP is a registered trademark of SAP AG in Germany and in several other countries.

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## About OSCo

OSCo Olbricht, Seehaus & Co. Consulting GmbH is a SAP Service Partner for the manufacturing and processing industry. The company was founded in February 1996 with the aim of providing services before and during the implementation of SAP software and its support.

Its business activities range from efficient usage analysis and concepts based on its own early prototype systems, to SAP delta and complete implementations with part or whole project responsibility. Using the SAP ABAP Workbench, OSCo has developed software solutions that are particularly suited for manufacturers of multi-variant products in machine building and tool manufacturing, automotive industry and industries such as metal processing and further treatment, technical textiles, fibres and cable, foils and paper, and building material manufacturing.

For certain industries with multi-variant products, especially regarding quality descriptions, the company offers ready-to-run solutions. These solutions work with proven and tested business processes and sets of rules. They also work well with prepared methods for industry-specific product descriptions including sets of rules for the representation of thresholds in the quality management, packaging descriptions and derivation of planning times in the production based on time and motion studies.

OSCo has customer projects spread worldwide. Among its customers are numerous renowned companies such as the Heimbach Group, Friedhelm Loh Group, Wuppermann Group, and the Schäfer Group with its steel service centre 'EMW'.

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