



AGENDA

09.40 **Reception / Welcome to OSCo Day 2008**
Hanover Fair, Convention Center (CC), room 13/14

10.00 **Welcome address**



Hans Jürgen Olbricht, Dipl.-Ing.
Managing Director, OSCo Consulting GmbH

10.10 **Steel and metal industry in flux – Balance**
between cost pressure and growth in demand

Stahlhandels-Institut

Prof. Dr. Lothar Grebe, Managing Director
Stahlhandels-Institut (Steel-Distribution-Institute)

The steel distribution on the way to closer customer partnerships:

The steel distribution fulfils its role as a mediator between the steel industry and steel processing completely. Thereby the value creation of the companies (steel trade, steel service center) more and more takes place in the fields of material and application consulting, material requirements planning and purchasing, storage logistics to the precise handling of predefined business processes in the material processing (steel treatment and reworking).

10.50 **Business software – Continuous business processes in a challenging market**
environment – Mission and benefit



Carl Swoboda, Managing Director
Wuppermann Gruppe

Quality, flexibility and professional handling of orders have characterized Wuppermann for more than 125 years.

In the Wuppermann Group, OSCo has, as a solution provider, implemented SAP® ERP (productive at the beginning of 2006). The software solution includes enriched functionalities for the metal processing industry. The focus of this report is the effects of the new business software on external and internal business processes for user and management purposes.

11.30 **Break / Refreshments will be available / Time for discussions**

11.50

IBM-DMS together with OSCo provides complete solution packages



Matthias Flender, Leader Manufacturing Services
IBM-DMS (IBM Deutschland Mittelstand Services GmbH)

IBM-DMS provides, with OSCo, industry-specific ERP solutions based on SAP®, but as an enriched package for medium-sized businesses.

The report shows how the different production technologies are represented in one software environment using as an example EMW Eisen- und Metallhandel GmbH, a plant of the Schäfer Group.

In addition, it shows how the production planning & control, as a continuous solution in the business software, transparently represents the respective production steps of the steel service center and further processing.

12.30

All MES processes represented in ABAP Workbench



Uwe Dieter, Team Manager Information Systems-Production
Roland Klett, Global Production Controller
Walter AG (Walter, Walter Titex, Walter Prototyp)

The Walter AG built the most modern plant in the world for indexable inserts in 2007 in Muensingen (Germany).

Part of the company's philosophy is to run the most important applications in a consistent software environment, the SAP® ABAP Workbench. This presentation, by taking the example of Production Data Collection, provides aspects and experiences, which are important by the bundling of PDC and MDC in the OSCo solution.

13.10

Break / Refreshments will be available / Time for discussions

13.30

**Competitive factor: Continuous IT based business processes
– Characteristics of modern IT consulting –**



Dr.-Ing. Michael Mehlmann, Audit Leader
DQS GmbH
Deutsche Gesellschaft zur Zertifizierung von Managementsystemen
(German Registrar for Management Systems)

Sophisticated business software enables successful contributions for:

Perception of and compliance with the customer's expectations, robust and benefit oriented business processes, realisation of planned results / measurability of the performance of all processes, consulting independent adaptation possibilities to the market and company development.

Good IT consulting develops good business software with performance elements such as sets of rules, which generate process control, and provides know-how on particularities of the industry.

Good IT consultants are professional and allow independent surveys at their project work.

What are the next steps?

14.10

A brief summary and final notes



Hans Jürgen Olbricht, Dipl.-Ing.
Managing Director, OSCo Consulting GmbH