

INTEGRATED PROCUREMENT

STREAMLINED PROCUREMENT WITH
WÄRTSILÄ

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Let us describe the benefits of integrated procurement with the help of a reference story

Bernhard Schulte Shipmanagement

REDUCED TIME AND INCREASED ACCURACY – STREAMLINED PROCUREMENT BETWEEN BERNHARD SCHULTE SHIPMANAGEMENT AND WÄRTSILÄ



SCAN TO READ MORE

SUPPLIER PORTALS & EMAIL

“The procurement process between Wärtsilä and BSM was **very traditional and time consuming**”

- Systems often **don't read or accept document types used** -
 - Manual data entry into our system **became the default** -
- Acceptable with ten or so prices, but **enquiries for a whole vessel becomes problematic quickly** -

RESULT

- **Human errors due to manual data input** -
 - **Critical time lost** -

“*The most obvious way to reduce this manual work was to have all **the data go directly into our system.***”



BSM is now benefiting from a streamlined procurement process that resulted in:

- Removal of unnecessary steps
- Removal of repetitive manual tasks
- Drastically reduced manual errors
- Improved Cyber Security
- Purchasers can procure parts for a whole vessel using a single channel and interface
- Quotation back from Wärtsilä within 24 hours.
- Effort and hours saved
- Everything is easier to track
- All information is available in the system no matter where people are in the world

“The results have been fantastic,” shares the group manager at BSM Supply Chain Management.”



Because BSM's digital procurement system was customized, we had to make **some changes to the standard technology used**. This is something Wärtsilä is happy to do for our customers. Customize the solution to meet the needs of the company and the chosen procurement software.

Today's supported integration methods

Through E-Procurement Partners

- SERTICA
- Procureship
- SIS Commerce
- SeaProc
- Kinnetik Solutions
- ShipServ
- And more

Integration Timeframe: 2+/- Weeks

Stakeholders required: E-Procurement Partner,
Purchasing Department & IT

Directly between your ERP, Procurement System or Fleet Management System to Wärtsilä SAP

- Using Wärtsilä Konnect B2B Solution
- Other technology can be considered

Integration Timeframe: 2+/- Months

Stakeholders required: Purchasing Department & IT

CYBER SECURITY IS OF UTMOST IMPORTANCE TO US. OUR DIGITAL COMMERCE SOLUTIONS ARE **SECURE AND RELIABLE. CONFIRMED AND **CONTINUOUSLY MONITORED BY WÄRTSILÄ'S CYBER SECURITY DEPARTMENT****

Security review on Konnect B2B solution

- Does not expose Buyer nor Wärtsilä to **any new risks**.
- **Can improve security by limiting the information leak risks compared to the existing manual information sharing** where email is used to share commercial information.
- **Can improve security by reducing risk of human errors**.
- Wärtsilä's **back-end system is separated from the first stage of the connection to outside network**, meaning that in case of cyber threat, critical business functions are not exposed to threat.

Recommendations:

- Ensure solid and high-quality stakeholder identification and **on boarding process before connection is opened**.
- Security and system **review with customers IT**.
- Process owner for on boarding process to be nominated to ensure that process is set, **documented, trained and followed properly**.
- **Agree maximum down time and recovery point objective with customer**.

Security support related to integration with Wärtsilä is available upon request.

Integrated procurement & Beyond

Collaboration using the latest technology

Moving towards a data-sharing model via system integration, Wärtsilä can enable the exchange of data between systems to **deliver recommendations, tailored maintenance scopes, improved material identification** and many other developments.

Example of outcomes that can be achieved:

- **Analysis of maintenance and material data by Wärtsilä experts** and provide recommendations
- **Reduce warehousing and logistics** by shipping direct to vessel close to maintenance period
- Guaranteed availability for all spare parts with **smart planning through integration**
- **Improved cashflow** by reducing capital tied up in inventory
- **Access to technical material** by onboard and technical personnel **24/7**

Contact us to discuss the possibilities

TEST WHICH TYPE OF SPARE PART PROCUREMENT SERVES YOU BEST

WÄRTSILÄ ONLINE? OR
INTEGRATED PROCUREMENT PLATFORM?



SCAN TO TEST

Approach one of our team members for more information or send us an email at demo.request@wartsila.com for a discussion about the possibilities.

THANK YOU!
감사합니다.