

General Order Process – Promotion boxes

Delivery from LZO to customer & stock order warehouse subsidiary

Order Process – Promotion boxes

Content:

- **Special information DIY promotion 2019 – Q1**
- **Order reason**
- **Enter CRM promotion no.**
- **Enter BOM number in order**
- **Special process indicator for packing**
- **Special packing instruction for LZO**
- **Special routes for promotion boxes**
- **Order process – promotion boxes to warehouse subsidiary (NLCC)**

Special information DIY promotion 2019 – Q1

Overview product codes DIY promotion 2019 – Q1

Promotion period	Promotion item no. (for sales promotion app and SAP order)	Description promotion item	Original item no.	BOM (Bill of material promotion box no.)	Qty/box	CRM no.	Start date promotion (stock available at LZO)
Q1	71154000	Logis Loop basin mi.100 CoolStart chr	71154000	88001079 (Int. version)	12	1000-11773	CW07
Q1	71154000	Logis Loop basin mi.100 CoolStart chr	71154000	88001085 (German version)	12	1000-11773	CW07

Order Process – Promotion boxes

Order reason

The order reason is not requested with an special order reason. Please enter the order reason „X01 promotion“ for all customer orders if there is no other standard in your country.

Stock Order		Net value	0,00
Sold-To Party			
Ship-To Party			
PO Number		PO date	

Sales	Item overview	Item detail	Ordering party	Procurement	Shipping	Reason for rejection
-------	---------------	-------------	----------------	-------------	----------	----------------------

Req. deliv.date	D	26.04.2018	Deliver.Plant	
<input type="checkbox"/> Complete div.			Total Weight	0,000
Delivery block			Volume	0,000
Billing block			Pricing date	26.04.2018
Payment terms			Incoterms	
Order reason		X01 Promotion		
Sales area	DE01 /	/ 01	DE Hansgrohe SE, Hansgrohe	

Order Process – Promotion boxes

Enter CRM promotion number

Fill in CRM promotion no. (e.g. 1000-10838) in order header for all customer orders:

The screenshot shows the SAP CRM order header interface. At the top, there are icons for user, help, and print. Below are input fields for 'Stock Order' and 'Purchase order no.', and a 'Sold-to party' field. A navigation bar contains tabs for 'Sales', 'Shipping', 'Billing Document', 'Billing plan', 'Accounting', 'Conditions', and 'Account as'. The main data area includes fields for 'Order Type' (ZL), 'Stock Order', 'Document date' (26.04.2018), 'Sales area data' (DE01 / / 01), 'DE Hansgrohe SE, Trade, Hansgrohe', 'Sales office' (Germany Team Export), 'Created by' (MARIJANM), 'Sales group', 'Created on' (26.04.2018), 'CRM Project', 'Guarantee', 'CRM Promotion' (1000-10838, highlighted with a red box), 'Order reason' (X01 Promotion), and 'Delivery time'.

Order Process – Promotion boxes

Enter BOM number in order

Fill in the BOM (bill of material) no. on position level.

All items													
Item	Material	Order Quan...	Un	ATP Qty	S	Description	Plnt	Del...	Ship...	CnTy	Amount	Reason for ...	First date
	88000799				<input type="checkbox"/>								▼ 12.06.2018
					<input type="checkbox"/>								▼ 12.06.2018
					<input type="checkbox"/>								▼ 12.06.2018
					<input type="checkbox"/>								▼ 12.06.2018
					<input type="checkbox"/>								▼ 12.06.2018

After pressing enter, the BOM will create all positions included in the BOM automatically:

All items													
Item	Material	Order Quan...	Un	ATP Qty	S	Description	Plnt	Del...	Ship...	CnTy	Amount	Reason for ...	First date
<u>10</u>	88000799		1 EA		<input type="checkbox"/>	HG PROMO 27771000 (17) 8610...	DE01	70	DE01	ZR04			▼ 12.07.2018
<u>20</u>	27771000		17 EA	1.624	<input type="checkbox"/>	HG Croma 100 Vario/Unica'C Set ...	DE01	70	DE01	ZR04			▼ 12.07.2018
<u>30</u>	86101768		1 EA	922	<input type="checkbox"/>	1/4 Box Showerpipes KIT	DE01	70	DE01	ZR04			▼ 12.07.2018
					<input type="checkbox"/>								▼ 12.06.2018

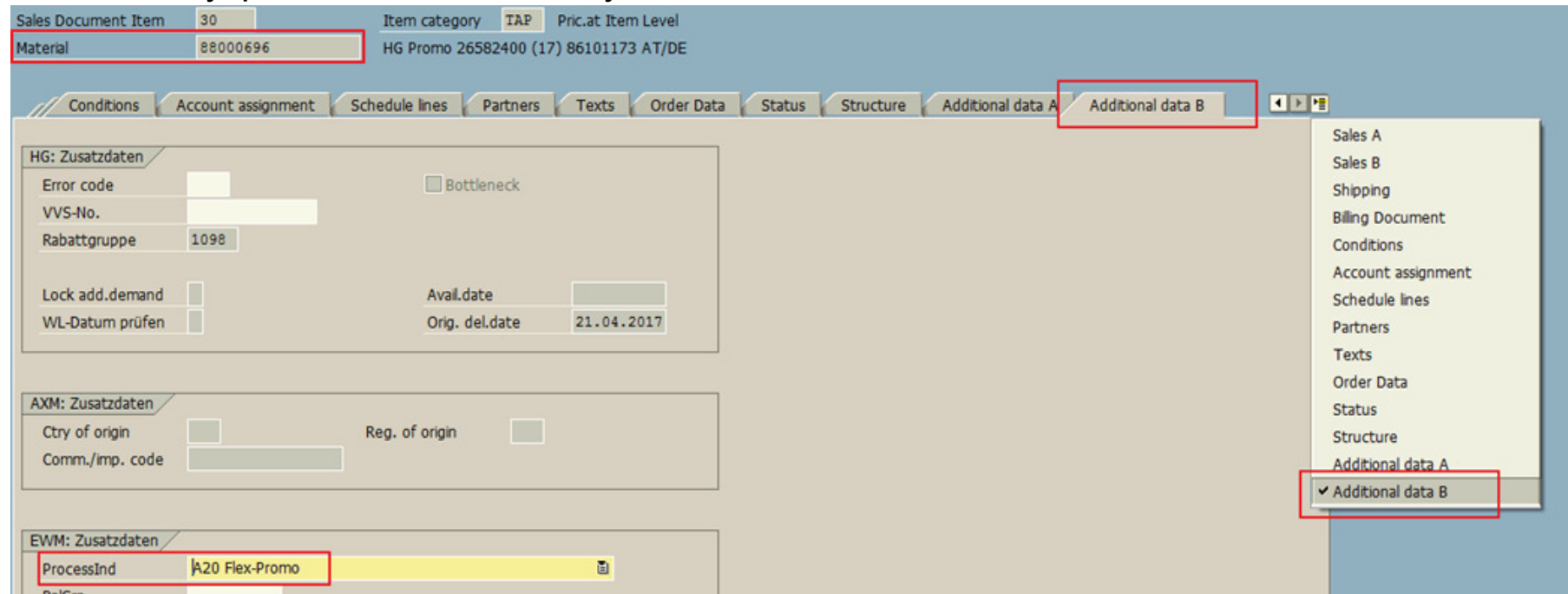
Please mind:

Orders with promotion boxes should not contain positions without promotion boxes (no mixed orders).

Order Process – Promotion boxes

Special process indicator for packing

Please check the special process mark at position level (BOM position -> 88XXXXXX).
 The "A20" process should be set up automatically. If the process mark should not be set automatically, please fill it in manually.



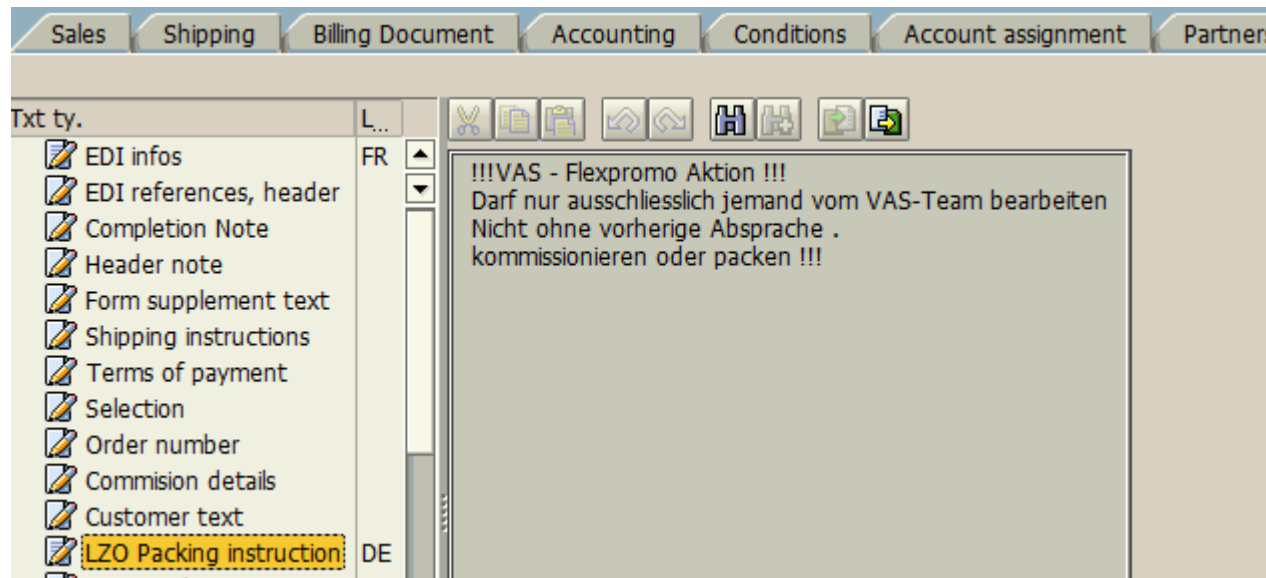
Order Process – Promotion boxes

Special packing instruction for LZO

Please fill in the following text at “LZO Packing instruction”:

„!!!VAS - Flexpromo Aktion !!!

*Darf nur ausschliesslich jemand vom VAS-Team bearbeiten. Nicht ohne vorherige
Absprache kommissionieren oder packen !!!“*



Order Process – Promotion boxes

Special routes for promotion boxes

The Route for promotion orders with boxes should be reasonable due to the higher workload at packing department (VAS at LZO). So the usual two days pick and pack are not enough for promo boxes. Therefore we have implemented the "R"-routes (shipping conditions). You can choose following route (this example includes the route by truck):

R1 Truck VAS 3 days
R2 Truck VAS 5 days
R3 Truck VAS 7 days

R4 Sea VAS 3 days
R5 Sea VAS 5 days
R6 Sea VAS 7 days

R7 Air VAS 3 days
R8 Air VAS 5 days
R9 Air VAS 7 days

The expression “3 days” determine the time period for the packing time at LZO (usually two days pick & pack). Please mind following rules regarding the shipping condition and quantity of boxes:

- Order < 10 promo boxes = 3 days pick & and pack
- Order > 10 promo boxes < 40 promo boxes = 5 days pick & pack
- Order > 40 promo boxes = 7 days pick & pack

Please check if these special routes are already implemented for your subsidiary in advance. If not, please contact:

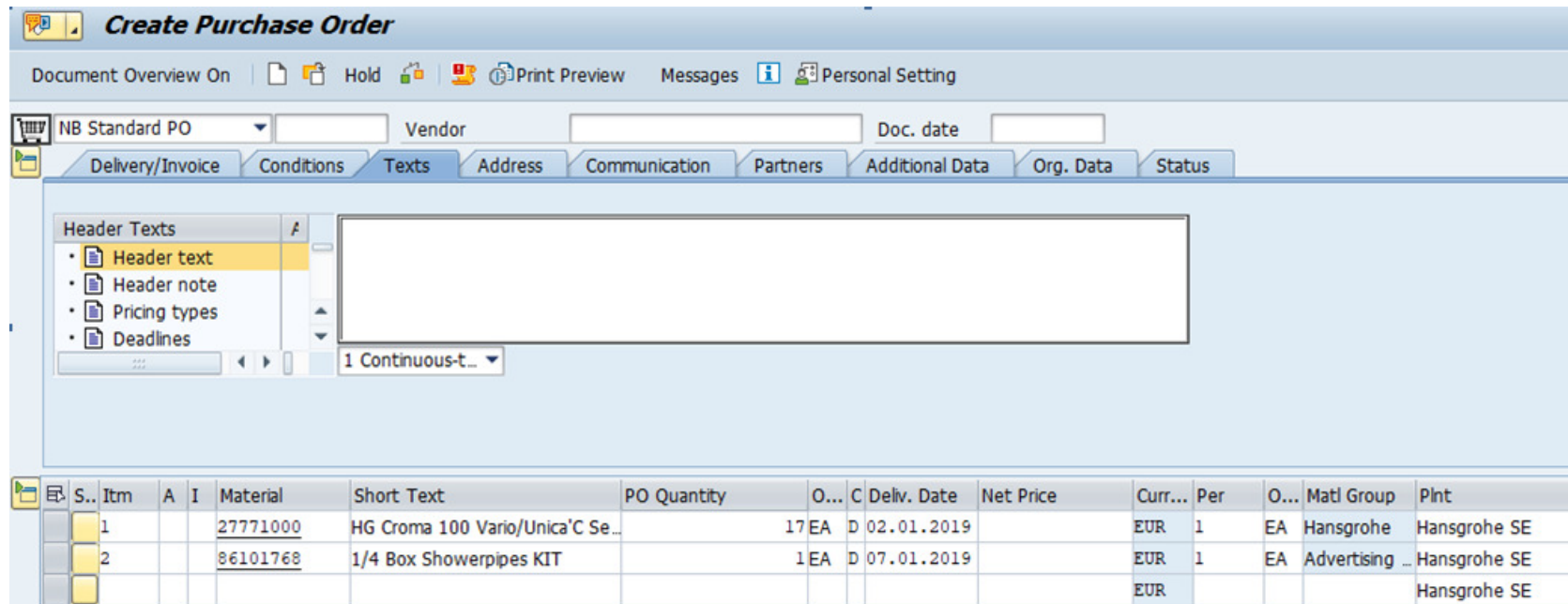
- Marion Faisst-Girod
- Joana Martins
- Roland Goetz

Order Process – Promotion boxes stock orders subsidiary

Order process – promotion boxes & items to warehouse subsidiary

Orders to warehouse subsidiary should be handled as regular stock order (NLCC)

Please fill in every component of the BOM in a separate position (no use of BOM no. 88XXXXX)



The screenshot shows the SAP 'Create Purchase Order' interface. At the top, there are navigation icons and a title bar. Below that, there are input fields for 'NB Standard PO', 'Vendor', and 'Doc. date'. A series of tabs are visible: 'Delivery/Invoice', 'Conditions', 'Texts', 'Address', 'Communication', 'Partners', 'Additional Data', 'Org. Data', and 'Status'. The 'Texts' tab is active, showing a 'Header Texts' list on the left with options like 'Header text', 'Header note', 'Pricing types', and 'Deadlines'. A large text area is open for editing, with a dropdown menu showing '1 Continuous-t...'. Below the text editor is a table of items:

S..	Itm	A	I	Material	Short Text	PO Quantity	O...	C	Deliv. Date	Net Price	Curr...	Per	O...	Matl Group	Plnt
	1			27771000	HG Croma 100 Vario/Unica'C Se...		17	EA	D 02.01.2019		EUR	1	EA	Hansgrohe	Hansgrohe SE
	2			86101768	1/4 Box Showerpipes KIT		1	EA	D 07.01.2019		EUR	1	EA	Advertising ...	Hansgrohe SE
											EUR				Hansgrohe SE

For any further questions regarding the order process of the promotions, please contact:

Sales Support CSI
Customer Service International
E-Mail: salesupportCSI@hansgrohe.com