



# 4 process

INTERCOMPANY PROCESSING



**PROCESS OVERVIEW**

**ADDED VALUE**

**FUNCTIONAL DESCRIPTION**

**MAPPING IN THE SYSTEM**



## INITIAL SITUATION

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In order to assert their own in the market, companies must act **globally** and position themselves accordingly.

In the process, a **complex and confusing business world** arises, which poses problems for the company, especially when it comes to cross-border **interactions** between the individual organizations.

The goal is therefore **transparent and efficient financial and logistical processes** for organizational processing.

**Intercompany** and **cross-company processing** are possible approaches to achieving this goal with varying degrees of automation.

## INTERCOMPANY

Complete mapping of all business process steps with individual documents in both organizational units ("as with an external third party")

- **Direct delivery to customer:**  
Sales order with third-party order processing (EDI order transmission) (BP 130)
- **Delivery to ordering plant:**  
Sales order with purchasing (EDI order transfer) (BP 140)



NO UNIFORM MATERIAL NUMBERING CONCEPT REQUIRED



CLEAR SEPARATION OF ORGANIZATIONAL RESPONSIBILITIES



CONSIDERATION OF COMPANY-SPECIFIC PROCESS CHARACTERISTICS AND THE SCALABLE DEGREE OF AUTOMATIONS



COMPLETE STATISTICS UPDATE



ADDED VALUE

## CROSS COMPANY

Mapping of business process steps with common use of individual cross-organizational documents

- **Direct delivery to customers:**  
Cross-company code sales (BP 110)
- **Delivery to ordering plant:**  
Sales from stock and cross-company stock transfer (BP 120)



LEAN SALES PROCESSING



DIRECTLY DISPOSITIVE EFFECTIVE AND OVERLAPPING AVAILABILITY CHECK → IMMEDIATE INFORMATION



MINIMIZATION OF TRANSPORT TIME

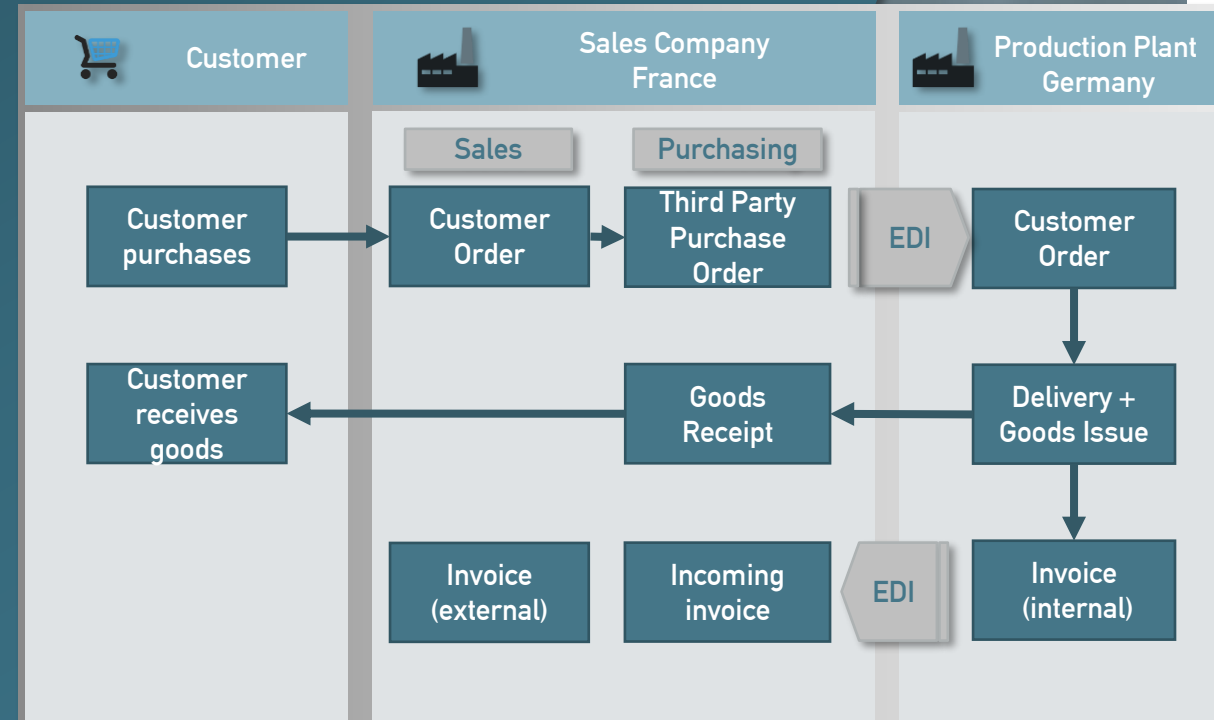


NO SYNCHRONIZATION OF PURCHASING/SALES MASTER DATA

## FUNCTIONAL DESCRIPTION

# DIRECT DELIVERY TO CUSTOMERS

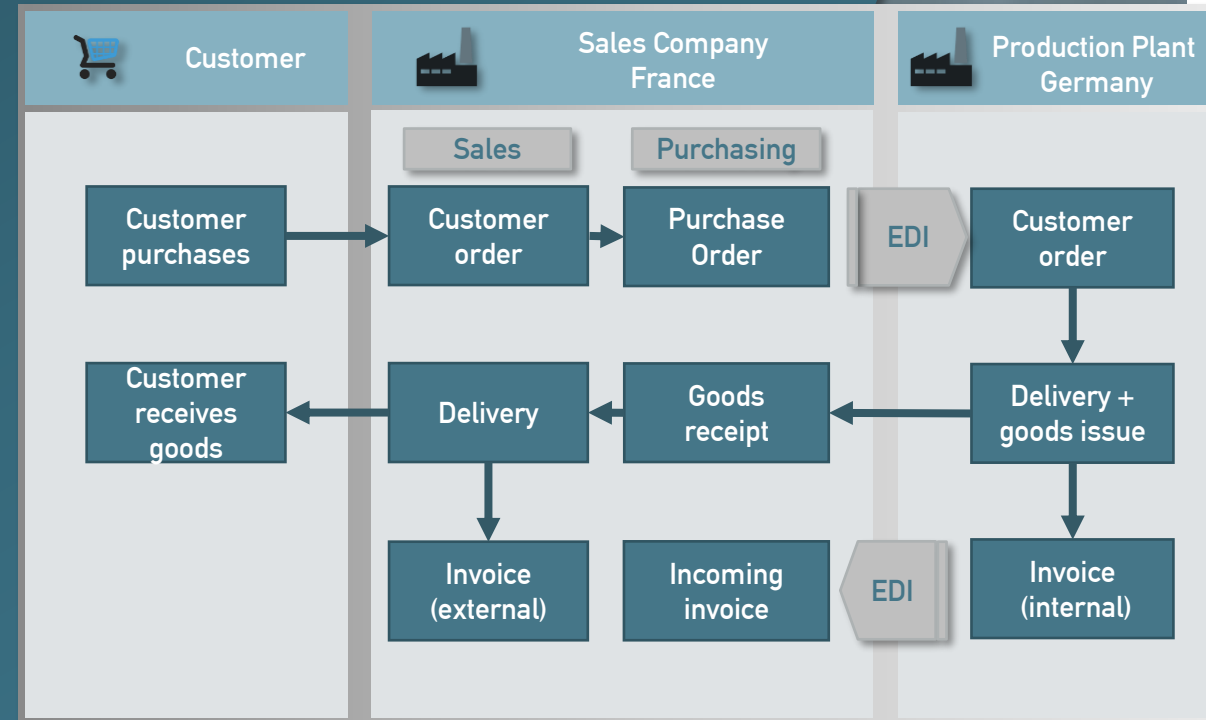
- Customer order with third-party processing. (EDI order transmission) (BP 130)



## FUNCTIONAL DESCRIPTION

# DELIVERY TO ORDERING PLANT

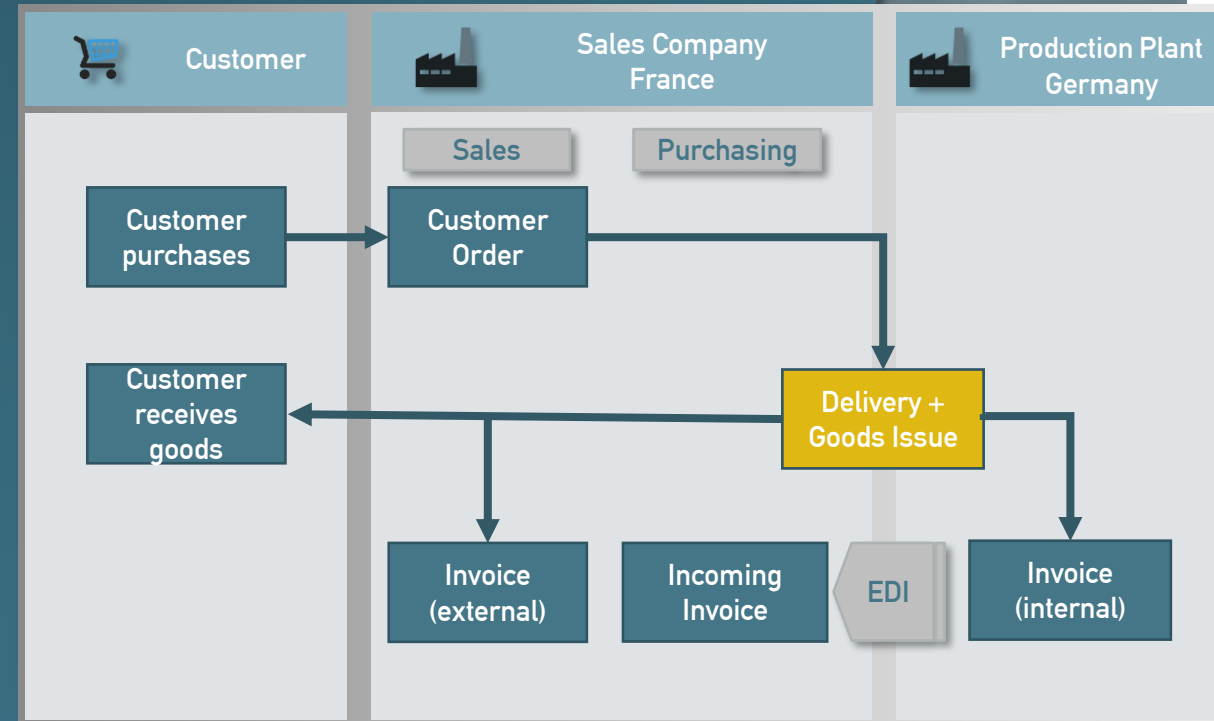
- Sales order with purchasing (EDI purchase order transmission) (BP 140)



## FUNCTIONAL DESCRIPTION

# DIRECT DELIVERY TO CUSTOMERS

- Cross-company code sales (BP 110)

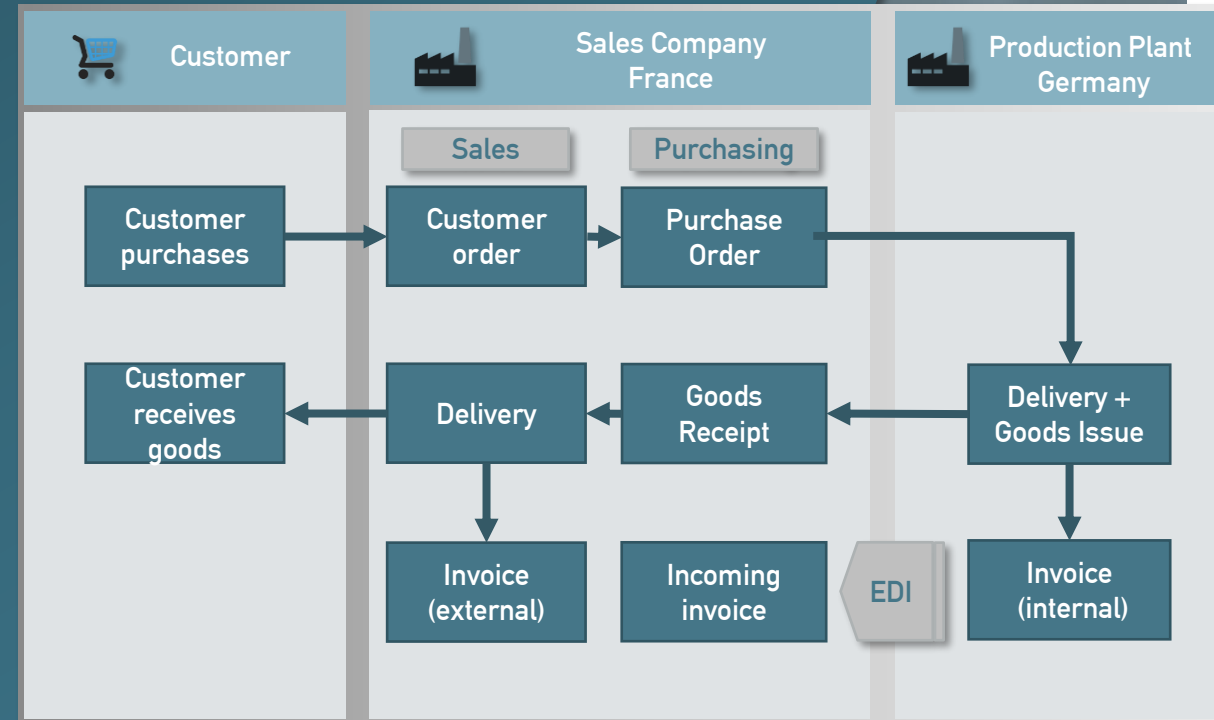




## FUNCTIONAL DESCRIPTION

# DELIVERY TO ORDERING PLANT

- Sales from stock and cross-company stock transfer (BP 120)



## POSSIBLE EXPANSION SCENARIOS

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- Automation of data transfer via EDI
- Extension by delivery notification / delivery
- Event-driven email notifications (internal/external)
- Synchronization of purchasing and sales master data by using central price information
- Cross-organizational order monitoring
- Cross-organizational interface monitoring (EDI)



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