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5 – 6 JUNE 2025

ROYAL PINES RESORT | GOLD COAST

A 50% Reduction in Warehouse Receiving Workloads and Supplier Cycle Time: A Luxury for Brands Like Richemont, or Attainable for Your Supply Chain?

BOTTA Francois-Xavier

IT tech lead and Architect,
RICHEMONT

MASTERINGSAP
An SAPinsider Company



BOTTA Francois-Xavier

Procurement Solution architect and IT tech lead



Seebauer Florian

Senior Director, SAP Supply Chain Management –
SAP Business Network, SAP SE

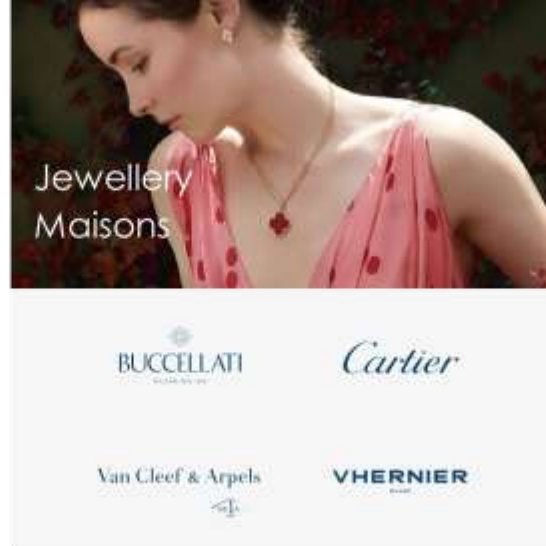


Introduction

AT RICHEMONT, WE CRAFT THE FUTURE

Richemont, founded in 1988, is one of the world's leading luxury goods groups.

Our unique portfolio includes prestigious Maisons distinguished by their craftsmanship and creativity.



RICHEMONT AT A GLANCE

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RICHEMONT AT A GLANCE



25+ Maisons and businesses



Over 35 000 Employees
(including over 8 000 in
Switzerland)



36+
Manufactures



40+ distribution
warehouses



2000+ Boutiques



Richemont Headquarters by architect Jean Nouvel, Geneva

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eSHOP program



RICHEMONT

IN RECENT YEARS

- › Develop new **tools**
- › Improve **processes**
- › Change internal **ways of working**



Collaborative B2B platform owned by SAP to enhance the level of digital interactions between Buyers and Suppliers



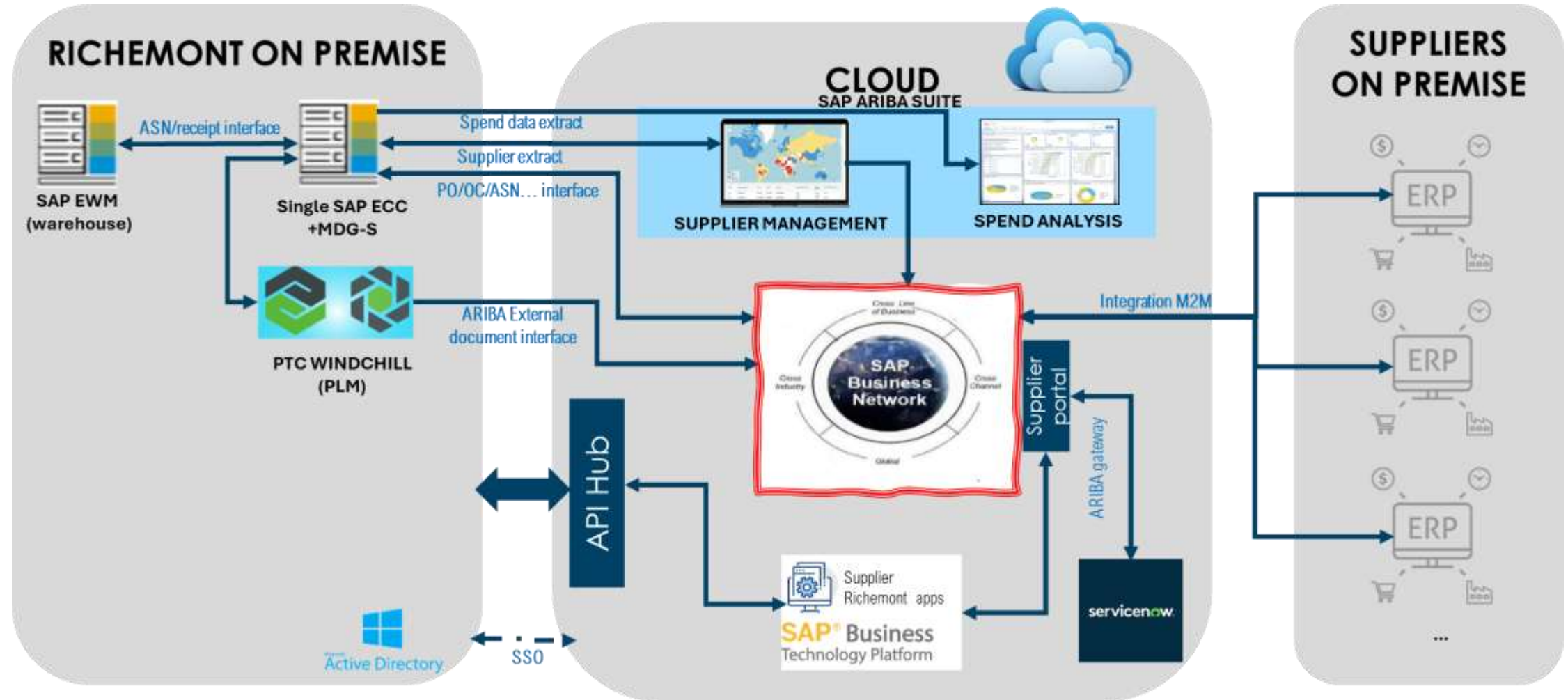
SUPPLIERS

TODAY

- › Foster **collaboration**
- › **Digitalize** interactions
- › Improve **performance**

IT Architecture

IT Architecture



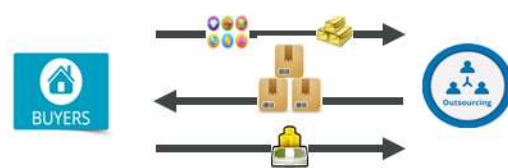
Deep dive in collaboration processes

Business processes scope

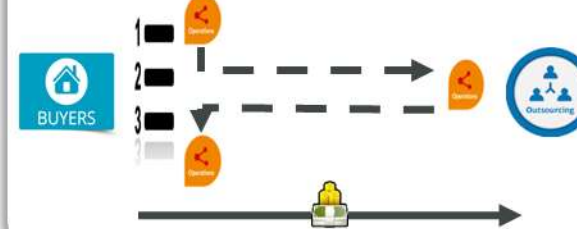
STANDARD PROCUREMENT



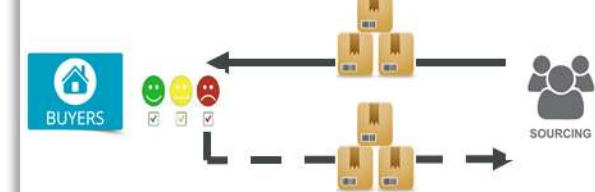
OUTSOURCE MANUFACTURING



EXTERNAL PROCESSING



RETURN



PURCHASE ORDER
Collaboration

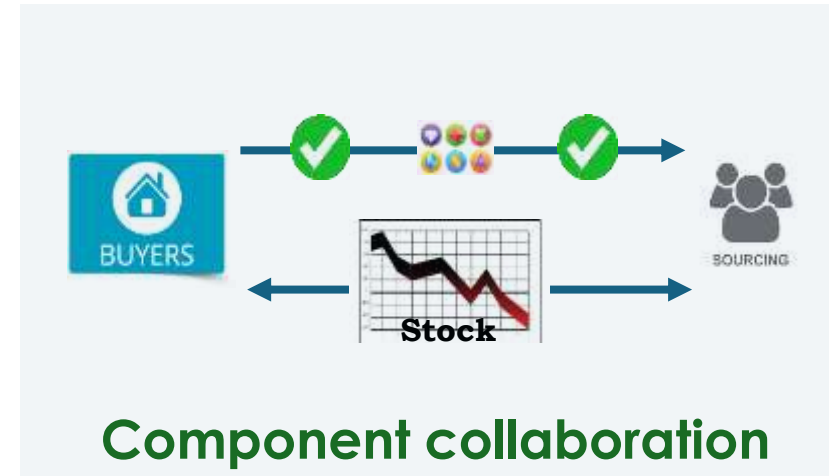
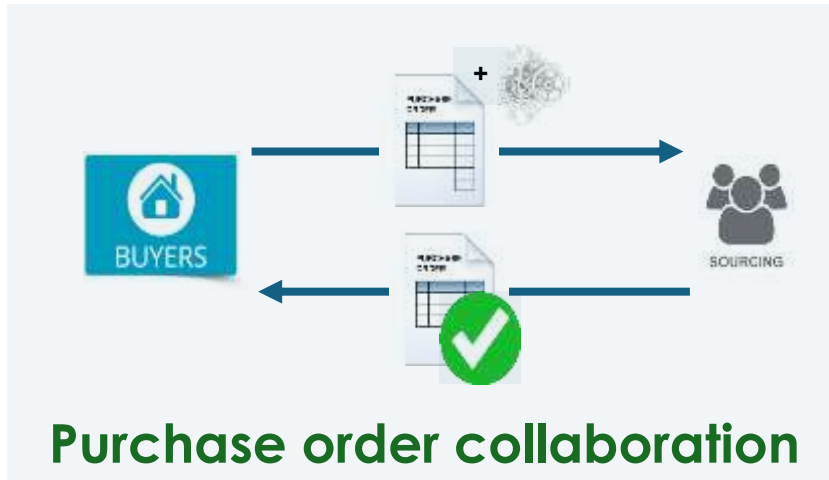
COMPONENT
Collaboration

LOGISTICS
Collaboration

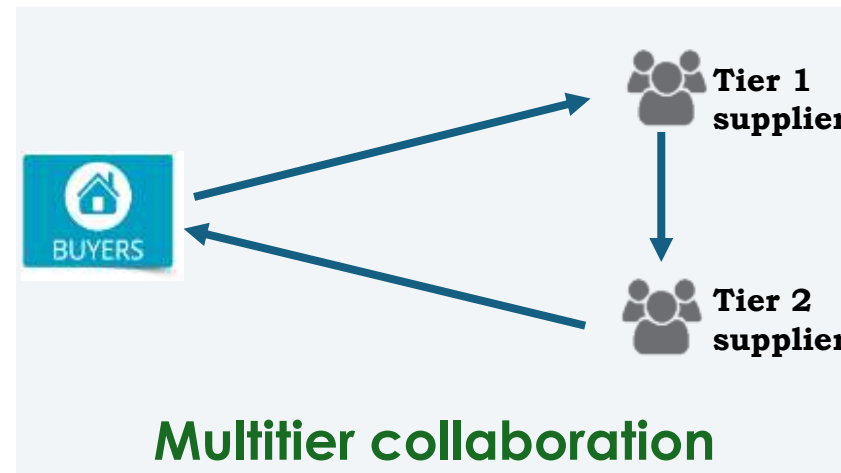
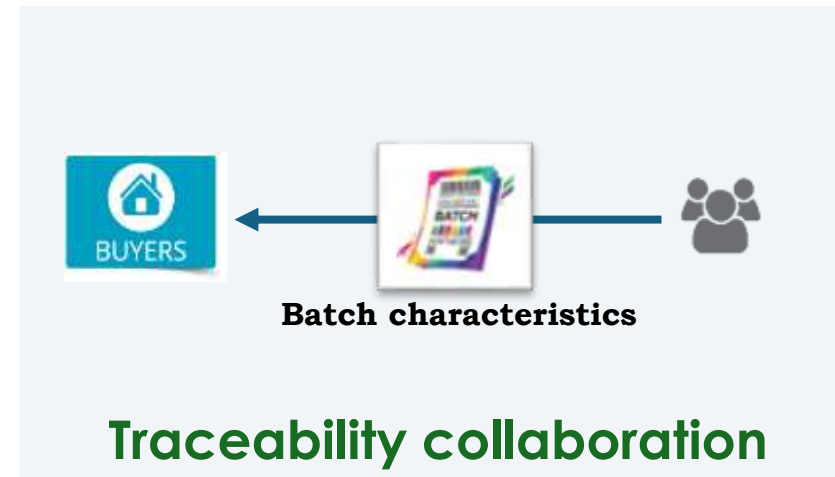
QUALITY
Collaboration

e-INVOICING
Collaboration

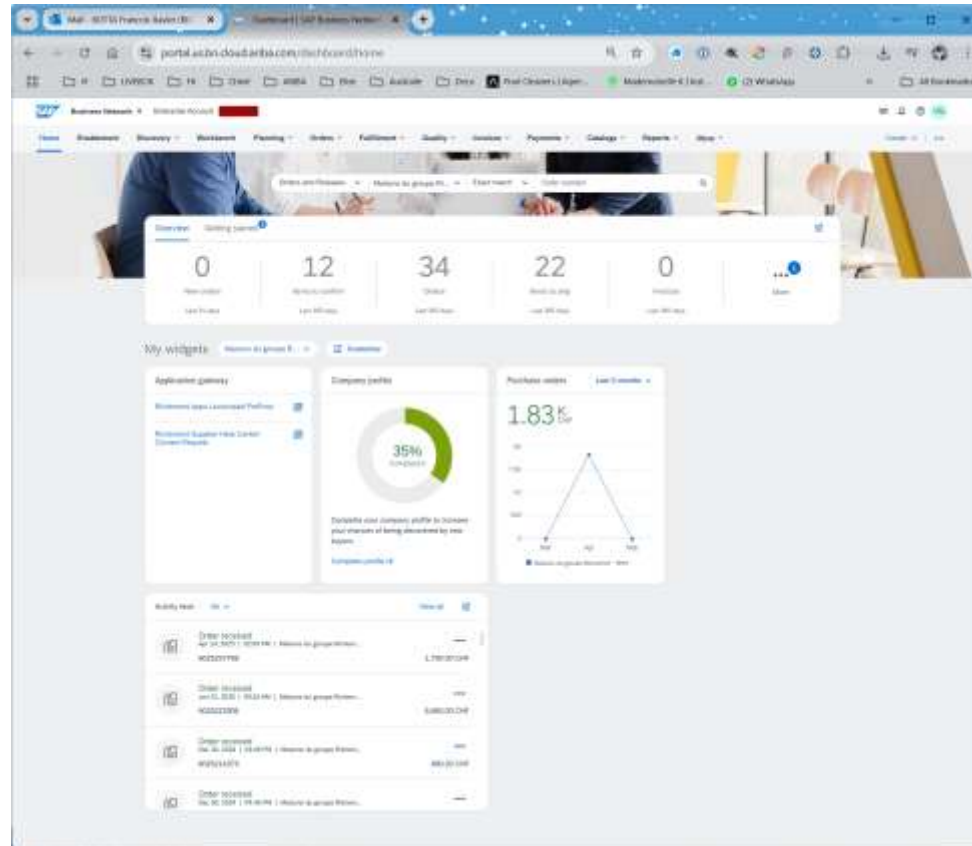
Collaboration features



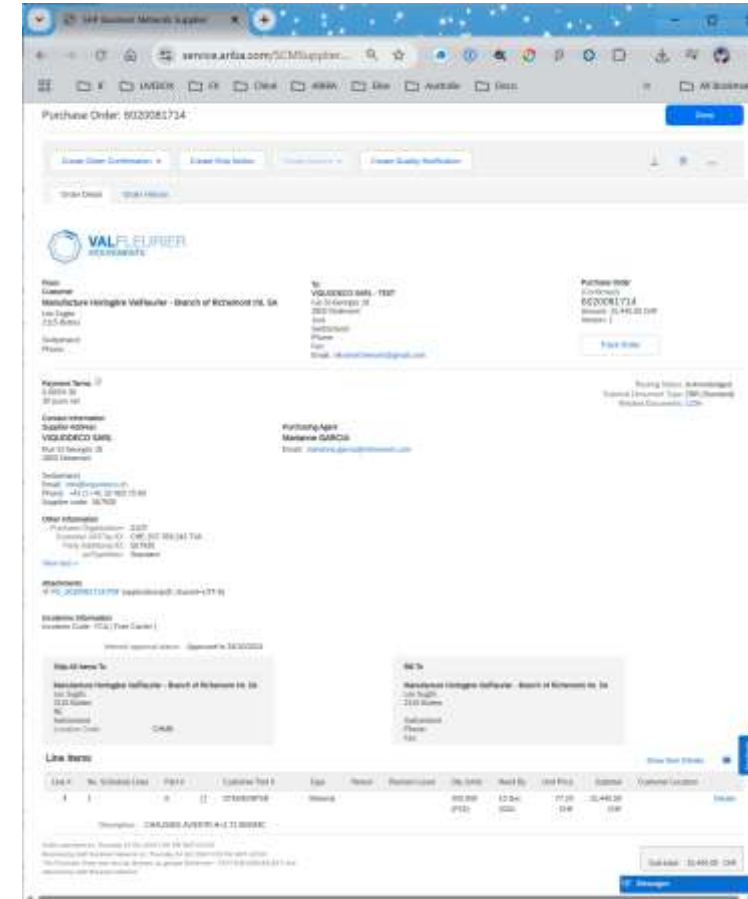
Collaboration features



Features screenshots I



Portal homepage



Purchase order view

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Features screenshots II

Line Items

Line #	No. Schedule Lines	Part #	Customer Part #	Type	Return	Revision Level	Qty (Unit)	Need By	Unit Price	Subtotal	Customer Location
1	1	K	01MXE09PSR	Material			200.000 (PCE)	10 Dec 2024	77.20 CHF	15,440.00 CHF	

Description: CHAUSSEE A/VENTR.H=2.72 8000MC

Order submitted on: Thursday 24 Oct 2024 2:30 PM GMT+02:00
Received by SAP Business Network on: Thursday 24 Oct 2024 2:30 PM GMT+02:00
This Purchase Order was sent by Masterplan group Richemont - TEST #1013831921031 and delivered by SAP Business Network.

Create Order Confirmation Create Ship Notice Create Invoice Create Quality Not

Sub-total: 15,440.00 CHF

Incorrect Price

Search

Messages

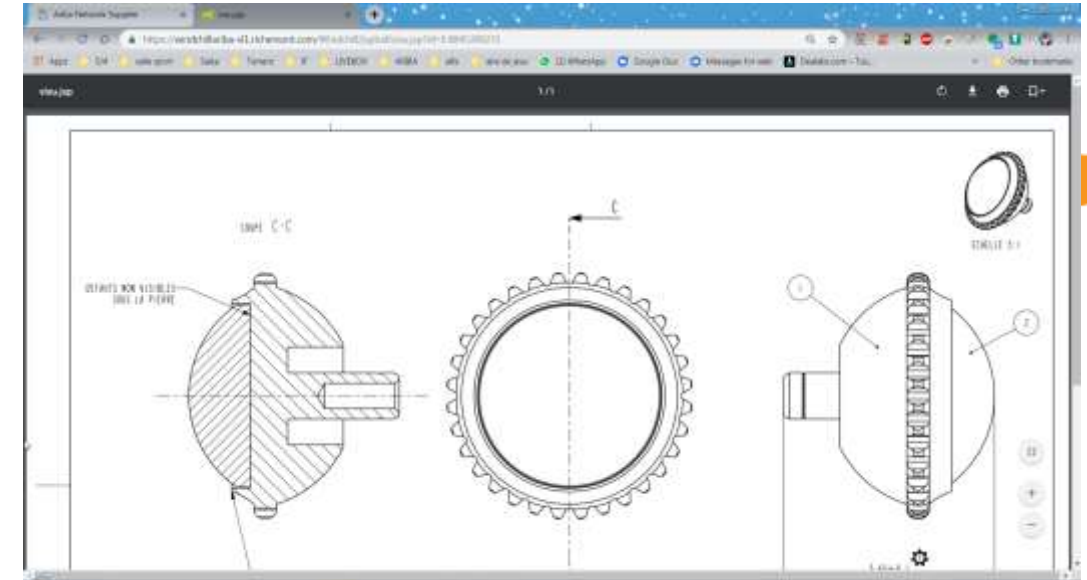
VS VIGUODECO SARL - New TEST VIGUODECO SARL - Incorrect Price

Hello Richemont, the price in this purchase order is incorrect. It should be 82.20 CHF. Can you please adjust it ?

Write a message

Send

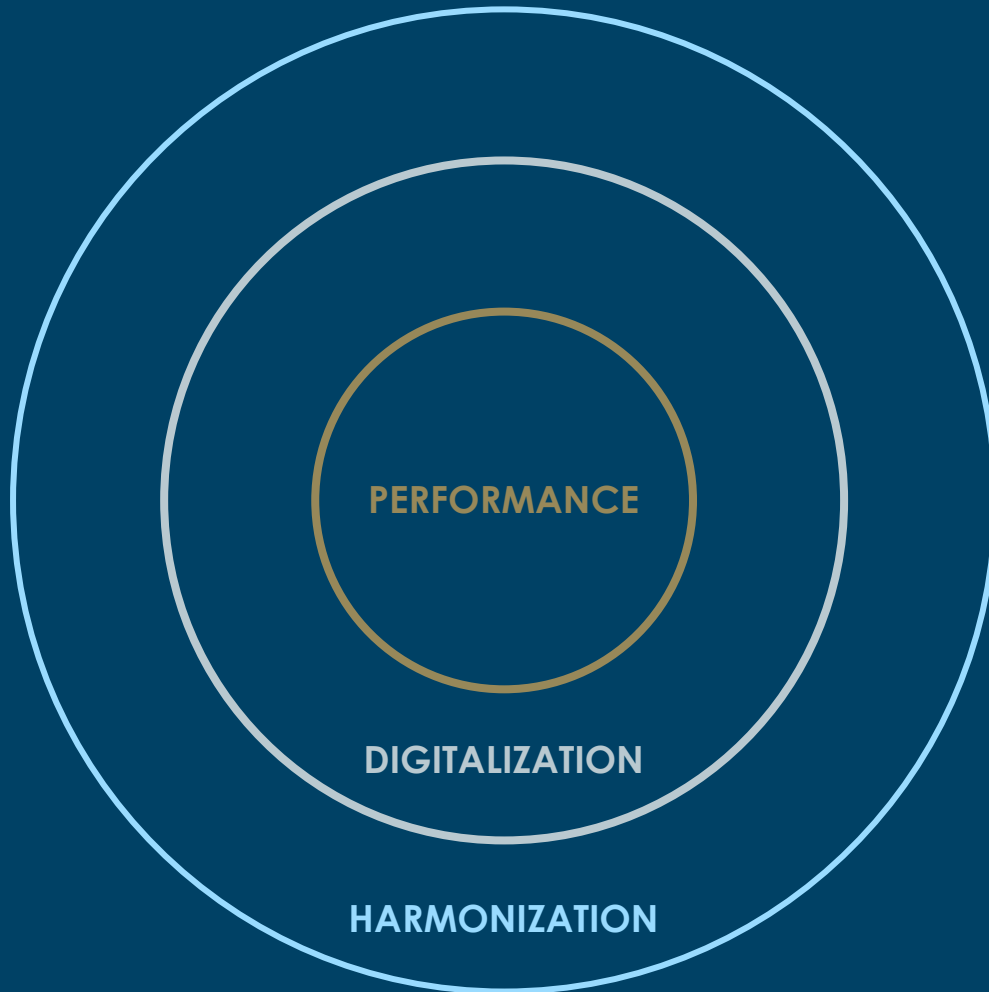
Chat messaging




Technical drawing

KEY BENEFITS

Project expected benefits



-  Accelerated procurement flows with Maisons
-  Smooth and efficient interactions with Maisons
-  Better data reliability
-  Data quality and accuracy
-  In the longer term, invoicing simplification and speed of payment
-  Real-time visibility on data and instantaneous interactions
-  Data accessibility from any device
-  Harmonized processes between Maisons
-  Consolidated view of Richemont orders

What we will cover

A few of our Benefits

1. Accelerated PO Processing
2. Rapid PO Confirmation
3. Enhanced Warehouse Capacity
4. ...



Accelerated PO Processing

- **Benefits:** Leap in PO Efficiency: +30-50%. Faster End-to-End Processing
- **Before :** Manual touchpoints, potential delays.
- **With SAP Business Network/SCC:**
 - Streamlining the entire purchase order lifecycle from creation to fulfillment.
 - Automating routine tasks and improving data flow.
- **Impact for RICHEMONT:**
 - **Enhanced Agility:** Quicker response to market trends and client demands for our Maisons' creations.
 - **Reduced Lead Times:** Faster procurement of raw materials and components
 - **Resource Optimization:** Freeing up internal teams to focus on strategic activities rather than administrative tasks.



Rapid Purchase Order Confirmation



- **Benefit:** Drastic Reduction in PO Confirmation Time: From 17 Days to Just 3-4 Days
- **Before:** Average 17-day confirmation cycle.
- **With SAP Business Network/SCC:**
 - Direct, digitized communication and acknowledgment channel with suppliers.
 - Real-time visibility into order status for both RICHEMONT and our partners.
- **Impact for RICHEMONT:**
 - **Improved Planning & Reliability:** Secure supplier commitments, reducing uncertainty in our supply chain.
 - **Mitigated Risks:** Reduced risk of delays impacting production schedules or the availability of our exclusive products.

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Enhanced Warehouse Capacity

- **Benefits:** Boosting Operational Throughput: Doubling Warehouse Receiving Capacity
- **Before :** Current capacity limits.
- **With SAP Business Network/SCC:**
 - Improved coordination of inbound shipments through advance shipping notifications (ASNs) and better data synchronization.
 - Optimized receiving processes, enabling smoother and faster handling of incoming luxury goods..
- **Impact for RICHEMONT:**
 - **Scalability:** Efficiently manage peak seasons and overall business growth without proportional increases in physical space or labor.
 - **Faster Inventory Availability:** Quicker turnaround from receiving to available stock
 - **Reduced Bottlenecks:** Alleviates pressure on receiving operations, leading to a more fluid internal supply chain.



One last thing !

M2M supplier integration

Richemont Challenge

- Integration a single supplier ERP with the SBN network is a huge workload on both supplier and buyer IT team
- Average project time is 6 months
- Supplier reluctant to spend money on integration

Meet challenge via ERP Editor approach

- Internal M2M team
- Richemont M2M toolkit/guide for supplier
- Partnership with ERP editor to build SBN Addon in their ERP

Benefits

- 3-4 suppliers integrated every month
- Immediate gain for supplier
- Better follow up and maintenance

Constraints/Technical/Business challenge

- ERP editor project adoption
- ERP editor pricing model
- Addon project

Conclusion



How to Connect with Me

E: francois-Xavier.botta@richemont.com

LI: [linkedin.com/in/fxbotta/](https://www.linkedin.com/in/fxbotta/)



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