

TECHNICAL DATA REQUIREMENTS & DISCOVERY QUESTIONNAIRE

Pre-Offer Discovery & Scoping Checklist | Addressed to Schülke & Mayr Functional Leads

Purpose of Scoping Checklist: Structured 20-question questionnaire categorized across 5 corporate domains (Supply Chain, QA/GxP, Procurement, IT Architecture, and Finance/Works Council). Required to configure optimization algorithms, SAP data extraction interfaces, and labor co-determination boundaries.

20 Technical Discovery Questions for Schülke Domain Leads

Domain & Question	Target Lead	Detailed Technical Formulation	Required Deliverable
Q#1 1. Frozen Planning Horizon	VP Supply Chain / Planning Lead	How many weeks in advance does Werk 0001 (Norderstedt) operate on a strictly frozen production schedule where MRP replenishment orders cannot be adjusted by algorithmic rebalancing (e.g. 2, 3, or 4 weeks)?	Planning parameter table & freeze-fence calendar per packaging line.
Q#2 2. Customer SLA & OTIF Penalties	Head of Customer Service / Sales Operations	What are the contractual minimum OTIF targets across customer tiers (surgical hospitals: 98–99%, pharmaceutical wholesalers: 95%, retail: 92%) and how are stockout penalties calculated?	Customer segmentation SLA matrix & penalty schedule.
Q#3 3. Inactive Sediment Stock Triage (€7.41M)	Inventory Controller / Product Manager	Of the €7.41M in sediment stock, what portion represents official Phase-Out items vs commercial inventory? Specifically, why does SKU 70001087 (desderman 500ml) exhibit AX classification and 53 days forward coverage, yet 73% is flagged as 1-year sediment (is sediment calculated at batch or SKU level)?	Sediment SKU classification list with Phase-Out tags.
Q#4 4. Planner Autonomy in SAP (MD04 / GIB)	Lead MRP Controller / GIB Superuser	Given that 59.5% of the Top 20 Quick Wins value (€1,123,464) is concentrated under Lead MRP Controller 101 (11 of 20 items), can the Phase 0 pilot rollout focus specifically on Planner 101's portfolio to maximize near-term traction? What autonomy do controllers have in MD04/GIB?	Workflow authorization matrix for MRP parameter maintenance.
Q#5 5. Laboratory Bottleneck Breakdown (€5.42M Q-Stock)	Head of Quality Control / Lab Operations	What is the empirical distribution of the 17.2-day average quarantine duration across sample prep, microbiological incubation, HPLC/GC assay testing, and QP administrative sign-off?	Cycle time decomposition histogram per analytical test type.
Q#6 6. Laboratory Information Management (LIMS)	QA Systems Manager / LIMS Lead	Where is analytical sample status tracked in Werk 0001 (SAP QM inspection lots, dedicated LIMS like LabWare/Thermo Fisher, or spreadsheet logs)?	LIMS / SAP QM interface schema and inspection lot status codes.
Q#7 7. Digital Review-by-Exception Protocol	Qualified Person (QP) / Head of Quality Assurance	Does QA endorse a 'Review-by-Exception' workflow enabling instant, priority batch release for standard lots without OOS/OOT deviations based on digital Certificate of Analysis summaries?	QA policy statement on digital deviation filtering.
Q#8 8. Software Validation Strategy (CSV vs FDA CSA)	Head of IT Compliance & Computer System Validation	Does QA mandate full V-Model CSV (GAMP 5) for analytics advisory models, or does it accept modern FDA Computer Software Assurance (CSA) principles for non-GxP decision support?	Validation master plan governance guidelines.
Q#9 9. Procurement Blanket Order Contracts (€31.65M)	Head of Direct Procurement / Category Managers	Can rigid purchase orders for raw materials (ROH: €5.8M) and packaging (VERP: €3.9M) be transitioned into blanket orders with delivery schedules in SAP transaction ME38?	Vendor contract type breakdown & call-off feasibility matrix.
Q#10 10. Vendor-Managed Inventory (VMI) Feasibility	Strategic Sourcing / Logistics Procurement	Can Schülke establish consignment stock agreements (§ 6b UStG in Germany / Art. 12a VAT in Poland) for its top 5 chemical and plastic canister packaging suppliers?	Top 10 supplier spend ranking with consignment eligibility assessment.
Q#11 11. Root Cause of 0-Day Lead Times (34.1% SKUs)	Master Data Steward / Procurement Controller	What operational factor causes 1,895 active SKUs to show 0 days planned delivery time in MARC-PLIFZ? Is this unmaintained legacy master data or supplier unreliability?	Cleansing backlog list for table MARC field PLIFZ.
Q#12 12. Packaging Component Standardization	Packaging Engineering / Procurement Lead	Is it technologically feasible to standardize bottle neck finishes and dispenser pump formats across disinfectant brands to reduce unique SKU count and supplier MOQ hurdles?	Packaging compatibility matrix & MOQ reduction plan.

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Q#13 13. Automated Delta Background Export (SM36)	SAP Basis Administrator / Integration Architect	Can IT configure a recurring background job (SM36) in SAP to export weekly inventory snapshots (identical to NextGen Materialreport) to an encrypted SFTP server?	SFTP connection profile & SM36 batch job schedule.
Q#14 14. Production SAP ERP Release & GIB Modules	Enterprise IT Architect / SAP Application Manager	What is the exact release of SAP (ECC 6.0 vs S/4HANA) and active GIB modules? Critically: does the column 'MRP lot size' in NextGen report originate from MARC-DISLS (procedure key like EX, FX) or actual fixed/minimum order quantities (BSTFE/BSTMI)?	System landscape diagram (SPRO) & GIB module licensing map.
Q#15 15. Mass Maintenance Authorizations (MASS / MM17)	SAP Security & Authorization Lead	Do supply chain controllers have authorizations to upload batch safety stock parameters into table MARC using standard SAP transactions (MASS, MM17, or LSMW)?	User authorization profile (PFCG) for mass maintenance.
Q#16 16. Quality Assurance Sandbox Access (QAS)	Head of IT Infrastructure & Project Management Office	Will the project team be provided access to an anonymized staging environment (QAS) for validating algorithmic dispatch rules during Phase 1 MVP?	Sandbox credential provisioning schedule & anonymization sign-off.
Q#17 17. Internal Holding Cost Rate	Chief Financial Officer (CFO) / Head of Controlling	What annual percentage rate does corporate controlling apply as the true inventory carrying cost (e.g. 15%, 18%, or 20%), factoring in WACC, storage overhead, and scrap write-offs?	Controlling handbook excerpt on working capital carrying rates.
Q#18 18. Gain-Share Baseline Metric Definition	CFO / Private Equity Investment Director	Does the Steering Committee adopt the phased cash release targets: €0.5–0.9M in Phase 0 (Weeks 4–8), scaling to €2.0–3.4M in 12 months, and agree to deduct the 14 overlapping quarantine/sediment SKUs (€1.55M) to prevent double-counting between QC release and stock liquidation?	Financial baseline definition agreement.
Q#19 19. Works Council Alignment (Betriebsrat Norderstedt)	Head of Human Resources & Labor Relations	Has the AI inventory copilot initiative been formally presented to the Norderstedt Betriebsrat under § 87 Abs. 1 Nr. 6 BetrVG, and is an overarching IT framework agreement in effect?	Betriebsrat scoping memo & draft co-determination agreement.
Q#20 20. C-Suite Strategic Focus for Upcoming Quarter	Chief Executive Officer (CEO) / Managing Director	What is the primary executive priority: maximizing near-term Free Cash Flow for PE sponsors, reducing operational P&L; holding costs, or guaranteeing zero-risk hospital delivery security?	Executive priority weighting statement.