

ENTERPRISE COMMERCIAL & IMPLEMENTATION PROPOSAL

Deployment of Real–Time Decision Intelligence Platform

Working Capital Optimization & Clinical Service Level Assurance (OTIF ≥ 98.5%)

TARGET CLIENT Schülke & Mayr GmbH (DACH)	PRIMARY RECIPIENT Anna Sparty (Global Director SC)	IMPLEMENTATION SCOPE Werk 0001 Norderstedt (72% Inventory)	PRODUCTION GO-LIVE Week 10 (Phase 1 Live)
WERK 0001 INVENTORY MO €40.46M 71.8% of total group capital	CASH RELEASED (FCF) + €4.05M Sustained -10% inventory reduction	TOP 20 QUICK WINS + €2.95M In 8 weeks (0% Success Fee!)	ANNUAL P&L SAVINGS + €607k / yr Holding cost modeled at 15%

1. EXECUTIVE SUMMARY: STRATEGIC ROLE OF REAL–TIME DECISION INTELLIGENCE

A comprehensive audit of SAP transaction records (NextGen Materialreport) reveals that **€40,462,473 (71.8% of group inventory)**, **€4,954,121 of QA quarantine stock (91.4%)**, and **€7,411,225 of dormant sediment stock (100%)** are concentrated in the central plant at Werk 0001 Norderstedt. Furthermore, **34.1% of active SKU positions (1,895 materials)** have an uncalibrated lead time parameter in SAP equal to zero (Lead Time = 0), distorting automated MRP calculations and forcing planners to manually inflate buffers.

The goal of this engagement is not a static audit that leaves inventory rebounding after six months, but the **deployment of a permanent, validated real-time decision intelligence engine (APEX Decision Engine)**. The system continuously recalibrates MRP parameters, reduces QC quarantine duration from 17 to 12 days, and enforces an inviolable hospital continuity barrier guaranteeing **OTIF ≥ 98.5%**.

Core Architectural Decision: Focusing the core scope 100% on Werk 0001 Norderstedt addresses over 70% of corporate inventory capital without introducing international administrative or regulatory friction. The remaining 18 foreign subsidiaries are carved out as an **independent expansion option (Global MEIO)**.

2. IMPLEMENTATION ROADMAP: WHEN DOES SCHÜLKE HAVE A LIVE SYSTEM?

The transformation program is structured into disciplined, outcome-based phases. Full production readiness and operational performance are achieved **precisely in Week 10 from project initiation**:

PHASE 0 • WKS 1–5 Discovery & Quick Wins SAP audit, 20 Top 20 Quick Wins execution cards (€2.95M), Works Council package (§ 87 BetrVG). €48,500 (Initial Stage)	PHASE 1A • WKS 6–8 MVP Core Engine Stochastic Monte Carlo engine on Hetzner, Lead Time=0 modeling, secure SFTP ingest. €46,000 (Milestone 1A)	PHASE 1B • WKS 9–10 HITL Queue & QC Planner web UI, Fast-Track QC module (~5 days quarantine), MASS/MM17 batch files. LIVE IN PRODUCTION!	PHASE 2 • WKS 11–16 GxP & BAPI Write-Back CSA/GAMP 5 qualification (ALCOA+ audit trail) and certified RFC/BAPI connection to SAP. €49,000 (Milestone 2)
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What do planners receive in Week 10? A fully operational browser-based decision interface integrated with the stochastic optimization engine. Planners approve recommendations with one click, and the system outputs verified batch update files for immediate SAP MARC updates without modifying ABAP source code.

3.

MODULAR IMPLEMENTATION OVERVIEW

Module 1: Setup & Top 20 Quick Wins

€48,500 net

Scope (Weeks 1–5): Based on SAP data extracts, we isolate 20 priority SKU positions releasing **€2.95M** (desderman, octenisept, octenisan, active ingredients).

- Ready-to-execute action cards for immediate cash realization.
- Works Council package (§ 87 BetrVG) ensuring advisory-only system role.
- Invoiced upon approval of the Discovery Report and Execution Cards.

Module 2: Live System in Norderstedt

€46,000 + €44,500

Scope (Weeks 6–10): Production go-live of the platform at Werk 0001:

- HITL Decision Queue:** Daily buffer recommendations with XAI rationale.
- Fast-Track QC:** Laboratory quarantine reduction from 17 to 12 days.
- Risk-Free SAP Updates:** MASS/MM17 batch generator requiring zero IT changes.

Module 3: GxP Validation & BAPI Interface

€49,000 net

Scope (Weeks 11–16): Regulatory seal and direct automation:

- GxP / FDA CSA Validation:** Qualification for pharma audits (EudraLex Annex 11, inviolable ALCOA+ Audit Trail).
- Direct BAPI RFC Write:** Transition to synchronous BAPI_MATERIAL_SAVEDATA in real time (<300 ms).
- Zero SAP Fees:** MARC master data updates are exempt from SAP Digital Access fees.

Module 4: Gain-Share Model (Success Fee)

€0 client surcharge

Commercial Fairness Principle:

- Initial €3.0M Excluded:** 0% performance fee on the baseline Quick Wins.
- 4.0% Performance Fee:** Calculated strictly on surplus above €3.0M (at €4.05M reduction, fee equals €42,000).
- 100% Phase 0 Offset:** The €48,500 fee paid in Phase 0 fully covers this fee. **Schülke pays €0 in additional fees!**

4.

GERMAN SERVER INFRASTRUCTURE ON HETZNER (PRESENTED AS AN OPTION)

RECOMMENDED FOR SCHÜLKE

OPTION A: Hetzner Managed Cloud & Support

€3,900 / month

Dedicated bare-metal server in Germany (Falkenstein/Nuremberg) under strict GDPR/DSGVO jurisdiction (no US Cloud Act risk). 24/7 SLA 99.9% uptime, continuous data drift monitoring, quarterly model recalibration by senior data scientists, encrypted GxP ALCOA+ backups, and dedicated L2/L3 support. Zero burden on Schülke IT.

OPTION B: Self-Hosted On-Premise

€0 / month to us

Delivery of containerized application packages (Docker/Kubernetes) to Schülke's internal IT. The client assumes full responsibility for server infrastructure, database administration, disaster recovery, 24/7 SLA monitoring, and manual recalibration of stochastic model parameters.

5.

FINANCIAL SUMMARY AND GLOBAL EXPANSION OPTION

Module / Project Stage	Timeline	Net Fee (EUR)	Payment Milestone & Deliverable Acceptance
1. Setup & Top 20 Quick Wins	Wks 1–5	€48,500	Approval of Discovery Report and Action Cards. 100% credited against future Gain-Share.
• Phase 1A: MVP Core Engine (Werk 0001)	Wks 6–8	€46,000	Verification and deployment of stochastic engine for finished goods (FERT) on Hetzner.
🚀 2. Live System in Norderstedt (1B)	Wks 9–10	€44,500	Production Go-Live. HITL Decision Queue and Fast-Track QC (–5 days quarantine).
3. GxP Qualification & BAPI Automation (Phase 2)	Wks 11–16	€49,000	Delivery of CSA/GxP Qualification Report and activation of direct RFC/BAPI write-back.
TOTAL IMPLEMENTATION (WERK 0001)	21 Weeks	€188,000	Complete, validated system for 72% of inventory. Reduced from original €518,000!
Hetzner Cloud Hosting in Germany (Option A)	Recurring	€3,900 / mo	Dedicated German cloud, 99.9% SLA, continuous 24/7 engineering supervision.
Gain-Share Success Fee	After 6 mos	€0 surcharge	First €3.0M free of charge. Surplus fee 100% covered by Phase 0 credit.
EXPANSION OPTION: 18 SUBSIDIARIES (GLOBAL MEIO)	Optional	€78,000	Network synchronization (UK, Poland Plant 1090, France). Funded out of savings.

Recommended Project Launch Step: Formal authorization of **Phase 0 (Discovery & Top 20 Quick Wins Setup)** at **€48,500 net**. Upon receipt of standard SAP material master reports, our team delivers actionable cards unlocking €2.95M in cash within 4 weeks alongside the Works Council package, seamlessly transitioning into production go-live in Week 10.