

Savings 'Beyond Comprehension' at Kärkkäinen

J.Kärkkäinen Ltd. was founded in 1988 by Juha Kärkkäinen. In the beginning, the company was solely focusing on retail sales of buses driving around the countryside. In 1991, the first physical store was established. After that, the company has grown enormously over the years and now their product range consists of over 150 000 "non-food" products. Kärkkäinen offers its clients a huge selection of goods and is well-known for great special offers in their department stores, as well as on their online shop. Today, the company has 420 employees and a turnover of 140 million EUR.



Challenge

Hannu-Pekka Niskanen arrived at J.Kärkkäinen Ltd. in 2006, around the same time that SAP was being implemented in the company. A year later, Niskanen started working as an assistant in the company's purchasing department. At the time, the main problem for the purchasing department was material creation. On average, the department handles about 10 000 new articles per month that need to be created in SAP. Overall, there are approximately 150 000 active products in the company's product selection. Managing this amount of material data on a daily basis using only SAP GUI, and transactions such as MM41, MM42 and LSMW was extremely error-prone, time consuming and far from user friendly.

The Solution

A buyer from J.Kärkkäinen downloaded a trial version of Winshuttle TRANSACTION and Niskanen got the opportunity to explore the product:

"Playing around with Winshuttle TRANSACTION, it pretty soon became obvious that it would not only solve the problems I was experiencing with LSMW, but also offer new possibilities of material management."

After testing the trial version of Winshuttle TRANSACTION, Niskanen came up with a simple solution for material creation and updating using Winshuttle TRANSACTION and Excel. Therefore, it was easy for him to convince the decision makers in the purchasing department to take this route:

"So I was handed a developer's license and the very first process we used Winshuttle TRANSACTION for was material creation using MM41. MM42 followed pretty soon and it was used for any updating that was required for the materials: updating names, prices, purchasing, groups, etc. I created Excel templates for both transactions, which the purchasing assistants (about 8-10 assistants) then filled in and sent to me for creation/updates."

Industry

Retail

Challenge

Very time consuming material creation with 10 000 new articles per month

Solution

Winshuttle TRANSACTION
Winshuttle RUNNER

Results

Significant reduction in time used for material creation

SAP Version

SAP ECC 6.0

SAP Modules

FI, CO, MM, SD

SAP Transactions /Types

MM41, MM42, ME21N, VK11, VK12, SE16, MB51, MB52

This was the process at Kärkkäinen until late 2010 to early 2011, but ultimately the amount of material creating was getting too massive for only one person to handle. So, RUNNER licenses were purchased for the assistants to speed up the process, allowing them to do the updating and creating themselves.

Current Usage

Today, several transactions are now automated with Winshuttle TRANSACTION in Kärkkäinen. The typical tasks are all kinds of material management using MM41/MM42, product pricing with VK11/VK12, creating purchase orders with ME21N and different types of reports of stocks and sales with MB52, MB51, and SE16 among others.



Expectations Exceeded

Over the many years that Kärkkäinen has been using Winshuttle, Niskanen points out that the greatest advantage of using Winshuttle TRANSACTION and RUNNER have definitely been with the everyday operations of MM41 and MM42:

"The amount of time saved has been beyond comprehension. The time needed to create a single material manually is somewhere between 2 and 4 minutes and with Winshuttle TRANSACTION/RUNNER that time is reduced to a few seconds. We have also used and continue to use Winshuttle TRANSACTION for different types of 'one off' jobs, in which we use Winshuttle TRANSACTION to update a certain field value to a large number of articles, customers, vendors, etc. Another example of Winshuttle TRANSACTION usage is to get a complete list of our vendors with necessary fields included from several different tables/transactions. There are dozens and dozens of examples of these types of needs that Winshuttle TRANSACTION has answered to over the years."

To say the least, Niskanen is satisfied with Winshuttle and the many different uses for Winshuttle that have been found beyond the initial expectations. In the future, the company is expanding the usage of Winshuttle and exploring different uses in financial accounting.

Niskanen has also been pleased with the support ADSOTECH has provided Kärkkäinen:

"I have been very satisfied with the way ADSOTECH has been involved with any problems or questions we may have had over the years regarding Winshuttle products. The response time has been very quick and our issues have been dealt with efficiently and with care."