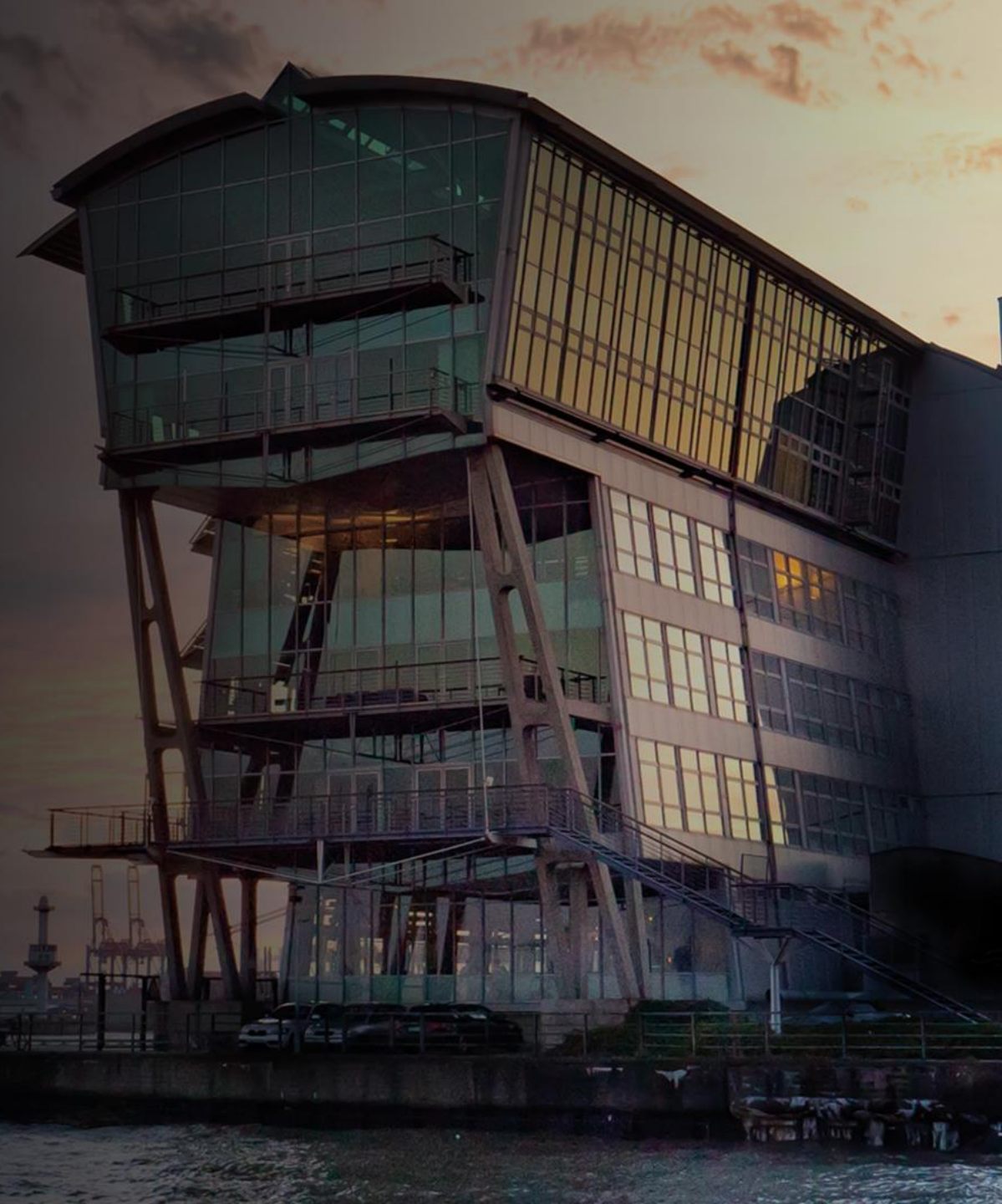




## 20 Jahre auf digitalem Pilgerweg

Michael Wlodarski  
Director Global Process Management & Digitalization  
SCHOTT

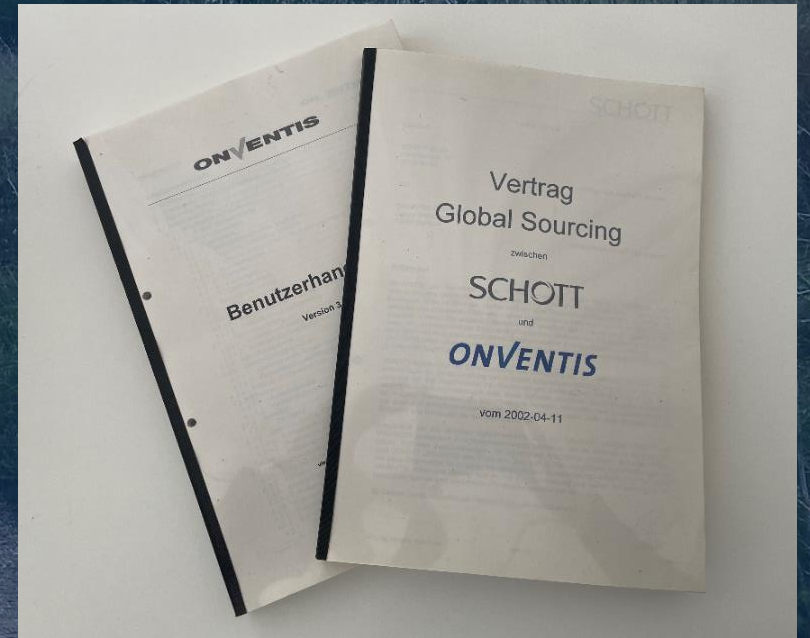
06. Oktober 2022 | Opernloft





# The legend begins

What do these things have in common?





# Our journey to Operational Excellence in Purchasing

**2002**

Onventis as a  
eProcurement platform  
partner. Start with  
eSourcing approach.



**2000**

**EIVIS** – **E**lectronic **V**enue for  
**I**nternational **S**ourcing...

...the pilgrimage started.

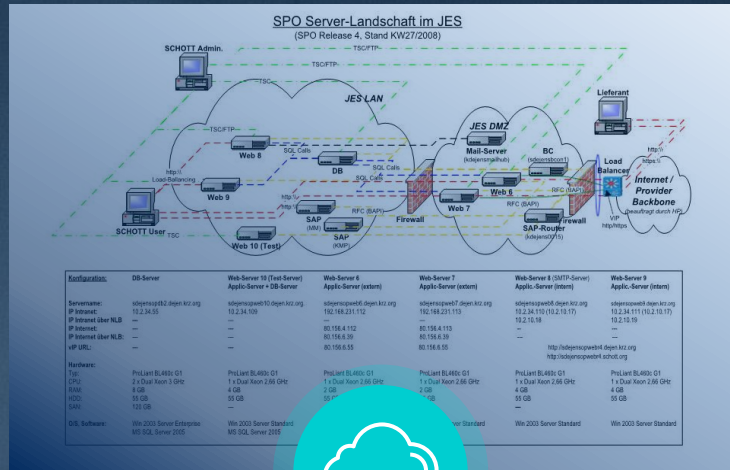


**2004**

German wide eCatalog  
system transition to  
Onventis platform.



# Digitalization 20 years ago ☺



## Server landscape

Own server infrastructure in SCHOTT data center.

Deutsche Post

Entgelt bezahlt

Sehr geehrte Kundin,  
sehr geehrter Kunde,

bitte tragen Sie rechts Ihre Anschrift ein  
und füllen auf der Rückseite die Felder  
„Empfänger der Sendung“, „Sendungsart“  
und ggf. „Zusatzleistung(en)/Extra(s)“ und  
„Sendungsnummer/Identcode“ aus.

Rückschein National

Bitte zurücksenden an

GP-4

SCHOTT GLAS

STROBE UND HAUSNUMMER ODER POSTKASTEN

HATTENBERGSTR. 10

55127 MAINZ



## Registration process

Every supplier and external user get the access credentials via mail.



## eCatalog management

CD-based process with external validation partner.



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## One size doesn't fit all

The right balance between standardization and flexibility accelerate the implementation approach.

**2011**  
Global responsibility for  
process management  
@ Purchasing as a  
booster.



**2008**  
1<sup>st</sup> plant outside of  
Germany (Switzerland)  
onboarded.



**2014**  
1<sup>st</sup> plant in region Asia  
(China) and region  
Americas (USA)  
onboarded.



**2016**  
Efficiency targets for all plants  
worldwide as a part of procurement  
strategy.





# There's more than one way to crack an egg.

- Different implementation approaches smooth the ways!
- Country specific legal requirements could stop the show!
- But local knowledge and local key users open the doors!
- Approval culture eats standard for breakfast!
- English is good, but native language is better!
- Love for “success of small steps”!





## One size doesn't fit all

The right balance between standardization and flexibility accelerate the implementation approach.

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**20..**  
Our journey to Purchasing  
Operational Excellence is still  
ongoing



**2018**

Further long tail optimization via  
market places (e.g. Amazon  
Business)



**2020**

Business Process Management  
transition to Celonis and  
end2end focus on P2P process.

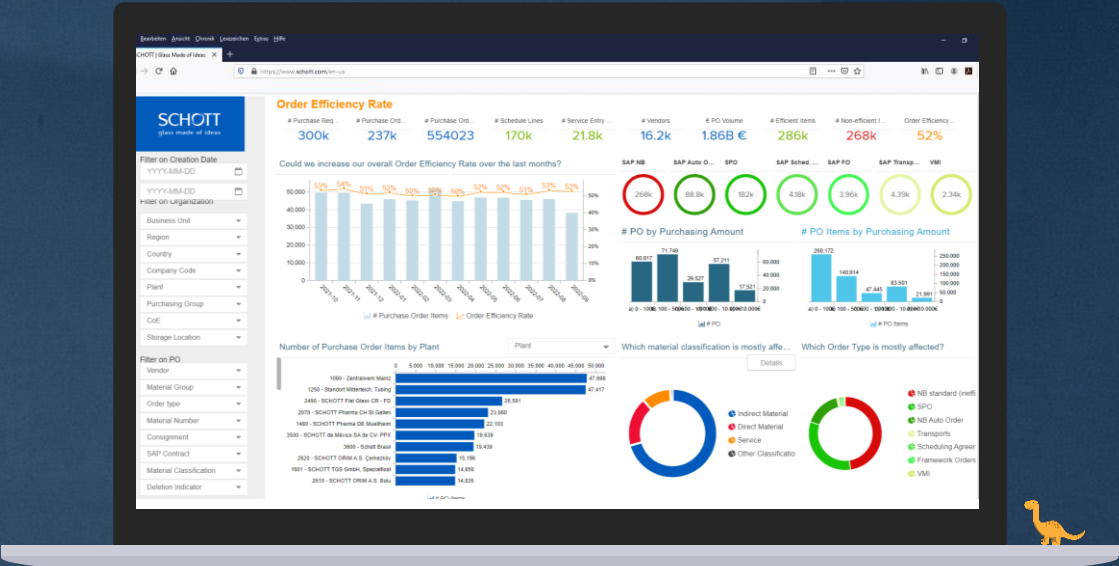
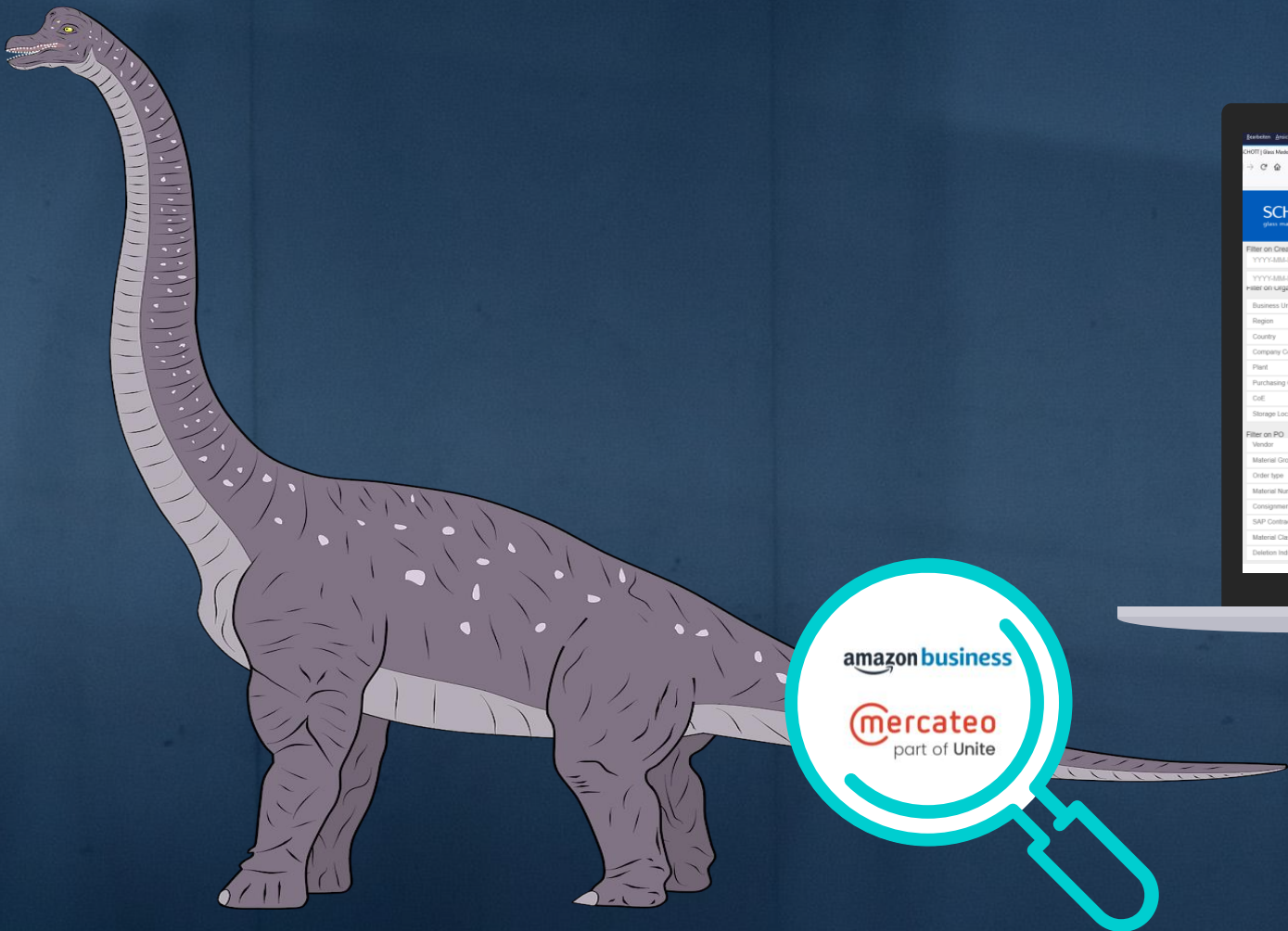


**2022**

Process KPI: Order  
Efficiency, Rework,  
Automation / benchmark  
on BU and site level.



Never give up!





**20..**  
Our journey to Purchasing  
Operational Excellence is still  
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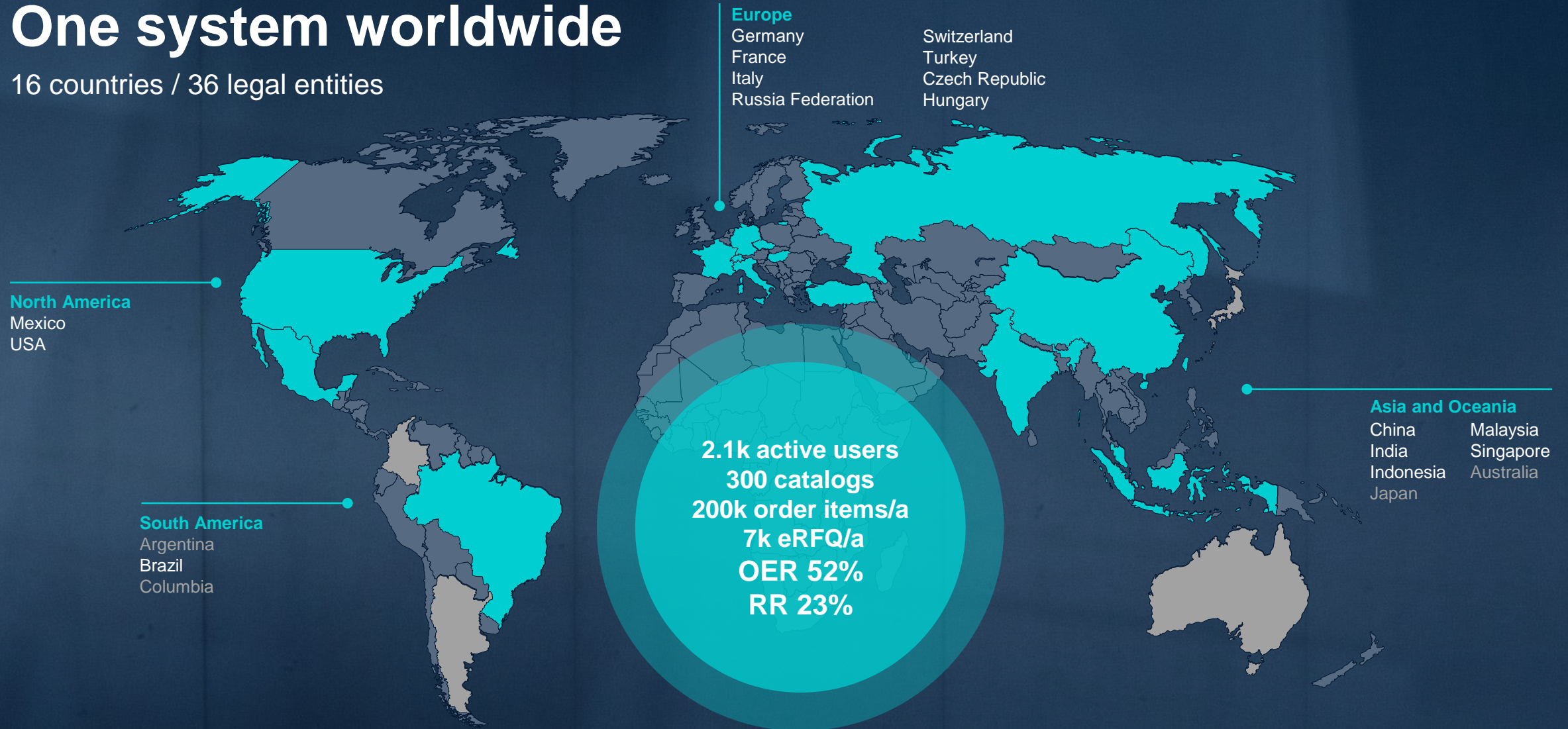
**2022**

Process KPI: Order  
Efficiency, Rework,  
Automation / benchmark  
on BU and site level.



# One system worldwide

16 countries / 36 legal entities





# And, it's all about people!





# Things you need for the pilgrimage



Target



Companions



Endurance



# A sustainable corporate model

## CARL ZEISS FOUNDATION

Heidenheim an der Brenz and Jena

Foundation acting as shareholder

### SCHOTT AG

Mainz

Subsidiaries

**SCHOTT**  
glass made of ideas

### Carl Zeiss AG

Oberkochen

Subsidiaries

**ZEISS**





# Broad product portfolio for various markets





# Our goal is sustainable growth

FY 2020/21

**2.52** billion  
EUR

Global sales

**390** million  
EUR

EBIT

**289** million  
EUR

Annual result

**342** million  
EUR

Investments in property,  
plants, and equipment

**41%**

Equity ratio

**17,300**

Employees





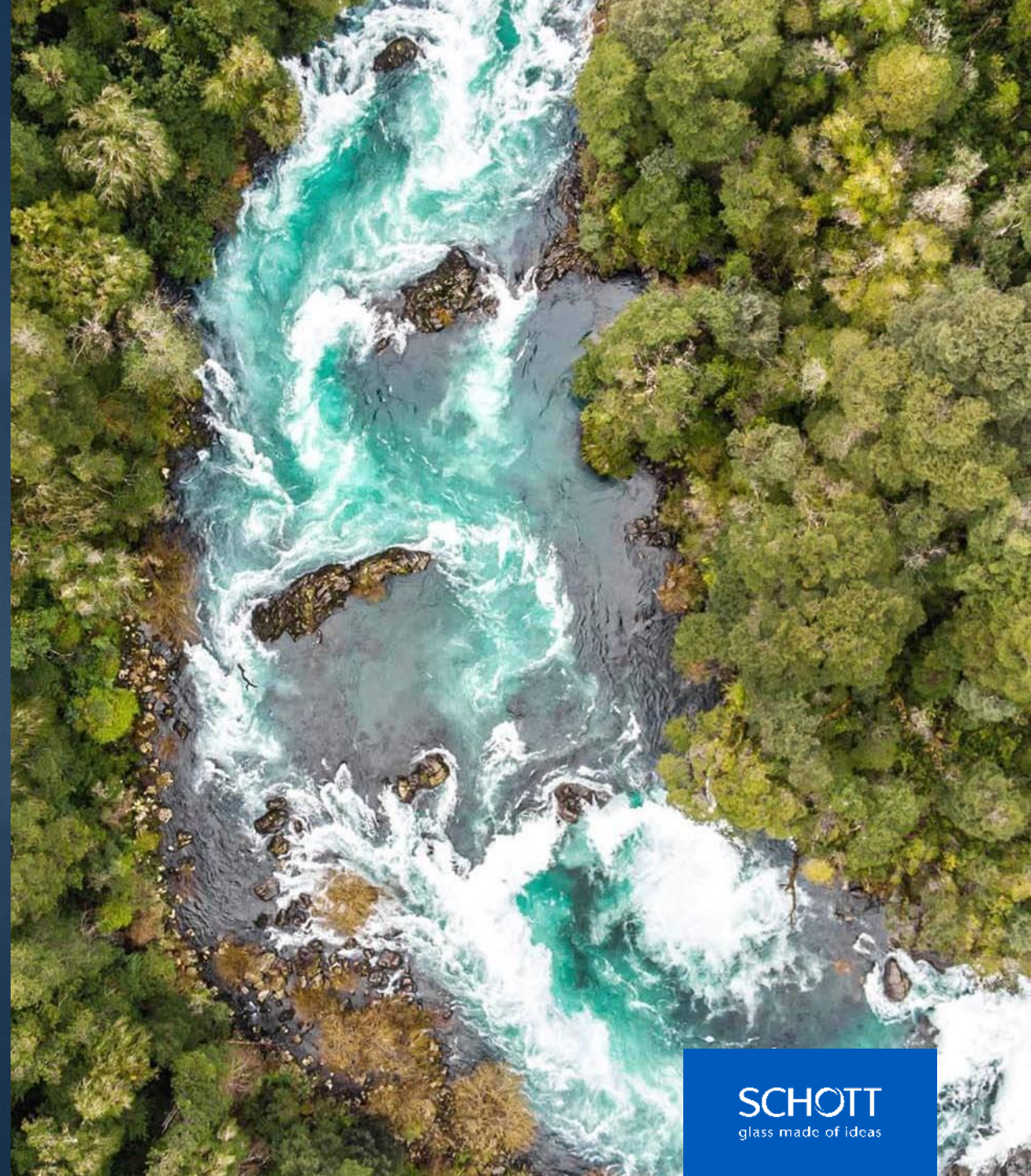
# Our goal: Climate Neutral 2030



We want to make an active contribution to climate protection.

We want to lead by example and become the first climate neutral specialty glass manufacturer by 2030.

  
**Climate Neutral 2030**







Do you have any  
**Questions?**



# Contact



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Director Process Management &  
Digitalization Purchasing

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+49 (0)6131/66-3998  
www.schott.com





**Thank you**  
for your Attention