

## Media Release

Voith Group

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### **Mondi Group benefits from efficient ordering processes via the integrated Voith Paper Webshop**

- Personalized access with seamless integration into ERP system simplifies procurement of replacement parts
- High data quality with pre-populated spare parts lists, order history and operating instructions
- Improved paper machine efficiency and reduced downtimes due to easy-to-plan purchasing processes with order tracking

**HEIDENHEIM/VIENNA.** Since the Voith Paper Webshop was launched in 2017 the number of users has risen continuously. Worldwide, more than 96 companies are already using the newly developed online tool from Voith's digital portfolio. The Mondi Group, which has more than 100 production facilities in 30 countries worldwide, is now also relying on Voith's simple, time-saving and cost-saving ordering processes.

In the past, Mondi purchasing staff had used electronic catalogs to order replacement parts, raw materials or office supplies. However Wolfgang Stramitzer, who headed the project in his capacity as Project Manager Procurement Excellence at Mondi, stresses that the webshop developed by Voith has little in common with the eProcurement processes previously used: "Thanks to the wealth of extra services like 24/7 availability or order tracking, the webshop offers significantly more benefits. For me it is an outstanding model that further improves the efficiency of our Group." For example, order tracking allows Mondi to see exactly when an order will arrive. Necessary downtimes can be planned precisely and kept as short as possible. At the same time, the availability of the machine is increased.

For Markus Wenzl, Head of Procurement at the Mondi Neusiedler facility, the webshop is also an important tool for the maintenance of the system. "The webshop offers a high quality of data and simple and secure access to replacement parts. In addition, information like pre-populated spare

parts lists, customized packages and the ordering history help us keep production running,” says Wenzl.

A further key to the success of the webshop is the personalization of access, which makes the ordering process much simpler. Item numbers in the webshop correspond with Mondi item numbers. In addition, the system stores the details of the specific wear and spare parts for each of the customer’s paper machines. Because paper machines have a high degree of individualization, this function allows significant acceleration of the ordering process. Purchasing staff no longer need to select a product in a catalog from a number of variants but will directly find the right parts for the respective machine. Moreover, a lot of information on the machine, from the original delivery to the ordering history and operating instructions are integrated into the personalized section of the Voith Paper Webshop.

Seamless integration of the Voith Paper Webshop into Mondi’s purchasing system enables optimized processes and reduces administration effort. At the Mondi Group, the integration of the webshop into the SAP Ariba platform will take place in the first quarter of 2020. Currently, the webshop is still integrated into an existing Mondi catalog system via an OCI interface and is being used in the Neusiedler pilot paper mill in Hausmening, Austria. The sharing of all documents important for the ordering process, like order and order confirmation, is already being done fully automatically and electronically, also via SAP Ariba. Currently, the project teams are working on processing the data for the remaining Mondi subsidiaries. In all cases the secure exchange of data is of course guaranteed.

The Voith Paper Webshop is tailored precisely to the needs of customers. “Usually, the supplier comes and shows us what it has. Voith, on the other hand, asked us what we need,” says Markus Wenzl. This willingness to listen to the customer was a characteristic of the entire project and a further key to implementation. The Mondi Group’s extensive experience with eProcurement also helped. “It was fun to work with Mondi. You really noticed that the company has a lot of experience in eProcurement and therefore knows exactly what is needed to make this kind of project a success for both parties,” says Björn Kleigrewé, Project Manager from the Voith Webshop Team. Wolfgang Stramitzer adds: “Of course there were always challenges. But thanks to Voith’s willingness to pursue new approaches we were always able to find a sustainable solution.”

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## About the Voith Group

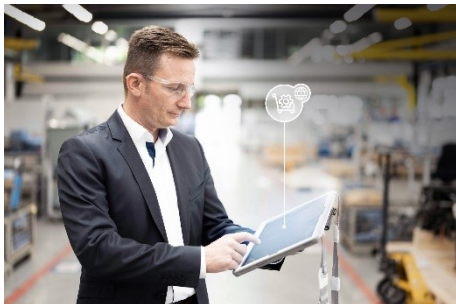
The Voith Group is a global technology company. With its broad portfolio of systems, products, services and digital applications, Voith sets standards in the markets of energy, oil & gas, paper, raw materials and transport & automotive. Founded in 1867, the company today has more than 19,000 employees, sales of € 4.3 billion and locations in over 60 countries worldwide and is thus one of the larger family-owned companies in Europe.

The Group Division Voith Paper is part of the Voith Group. As the full-line supplier to the paper industry, it provides the largest range of technologies, services, components and products on the market and offers paper manufacturers solutions from one single source. The company's continuous stream of innovations takes papermaking to the next level and facilitates resource-conserving production. With its Servolution concept, Voith offers its customers tailored service solutions for all sections of the production process. Voith Papermaking 4.0 ensures that equipment is optimally connected, while the secure use of generated data enables paper manufacturers to improve plant availability and efficiency.

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In the Voith Paper Webshop, papermakers are able to purchase Voith products and services quickly and easily.

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