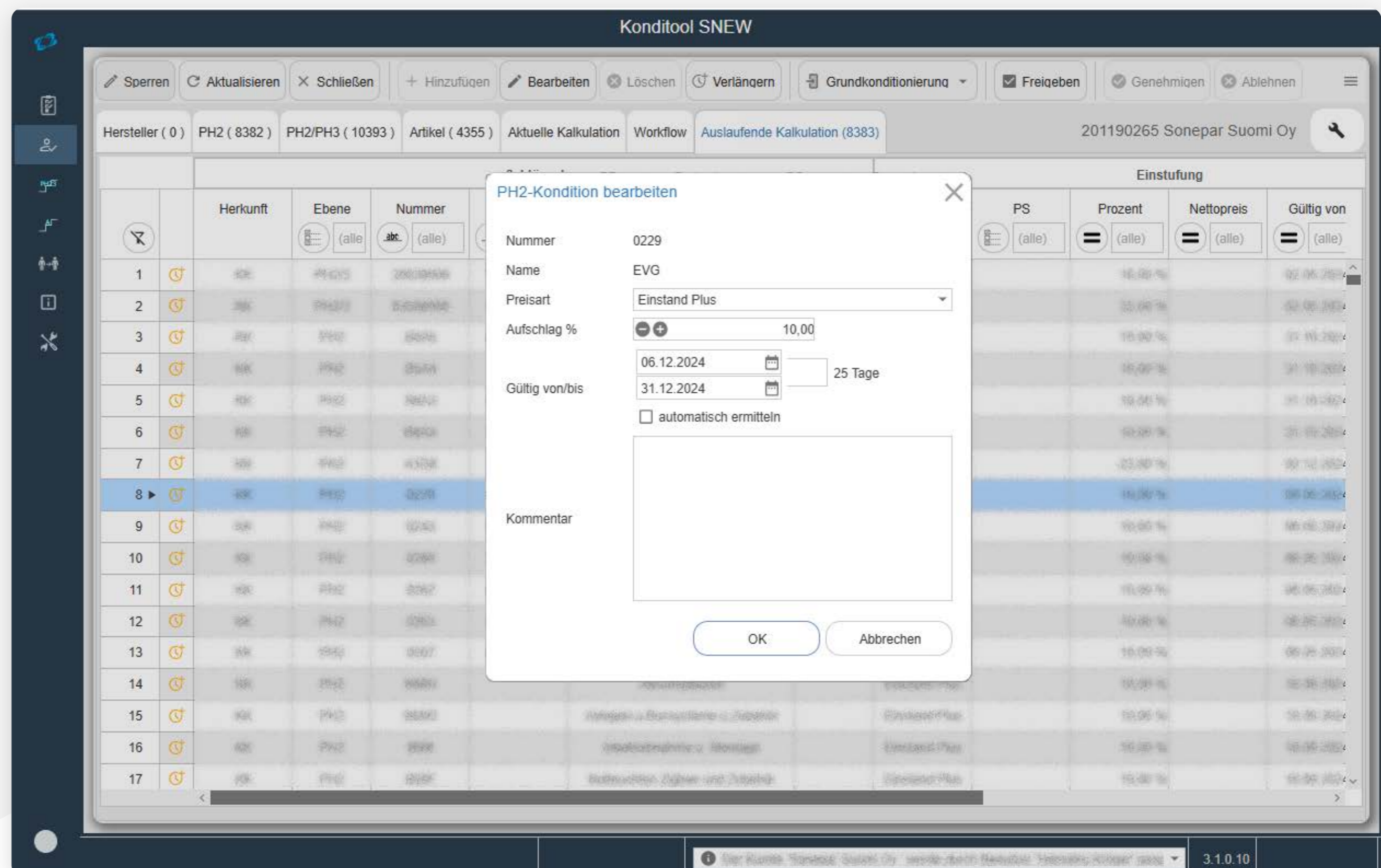


# Sonepar

World market leader  
in electrical wholesale



The Sonepar Group is the world's largest electrical wholesaler for trade and industry. With over 45,000 employees at 2,400 locations in 40 countries, customers have access to a comprehensive product portfolio. More than 5,000 people are employed in Germany.

In 2019, UWS Business Solutions GmbH supported Sonepar in Germany in the selection of a new ERP system and a service provider. In a comprehensive process analysis, the unique selling points were worked out and explicitly placed as a requirement in the tender. This included the very complex and competitive conditioning management. Each customer receives individual price conditions depending on the industry, region, turnover, time and projects - and that with a product inventory of several million items. A process that has been perfected over decades and could not be allowed to get lost.

SAP S/4HANA was ultimately selected as the overarching and strategic IT system, including the integration of the existing D365 CRM system and the reorganization of the b2b store platforms.



## Challenge — the data tsunami

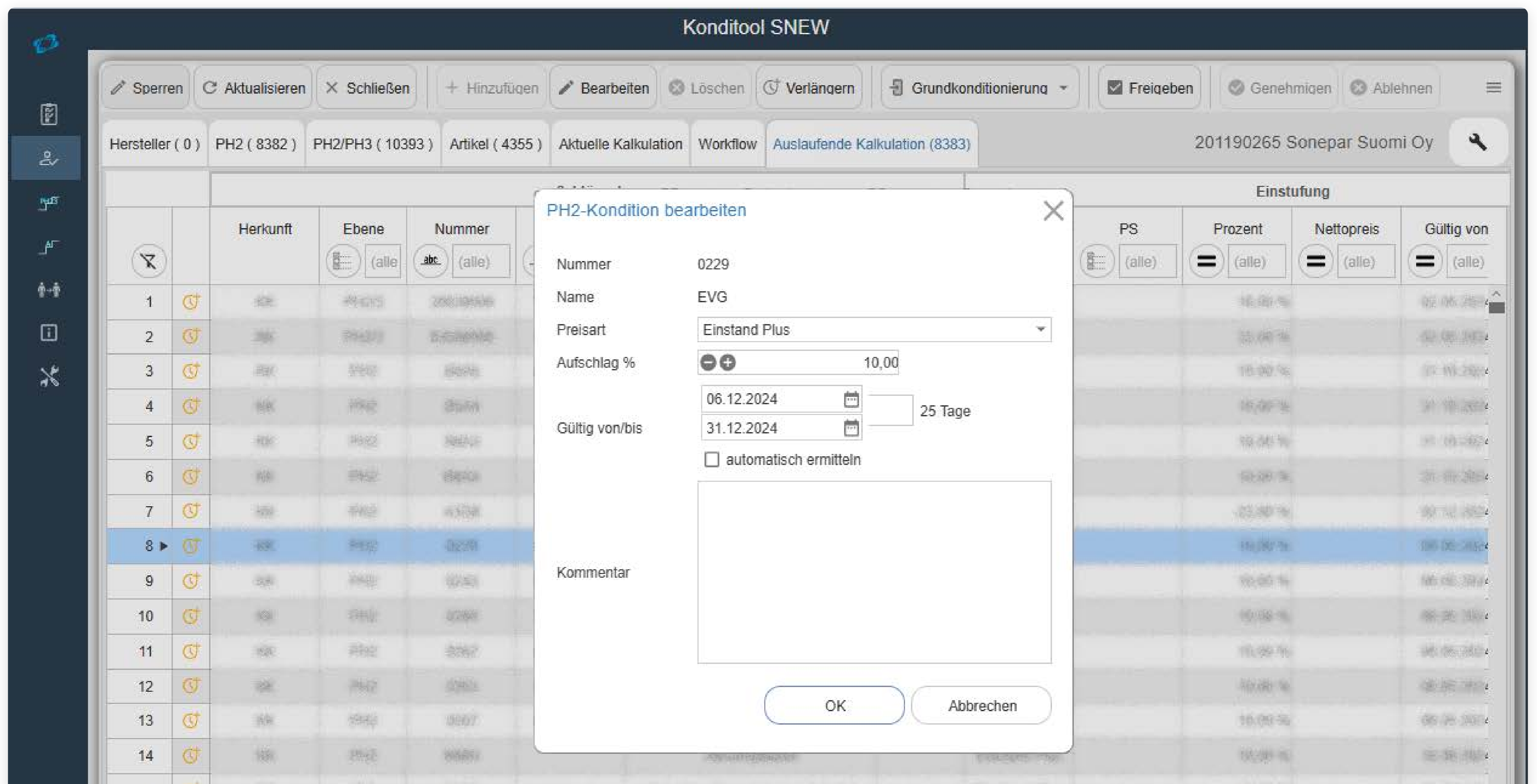
The number of basic condition data records at time zero was around 320 million, which had to be transferred to SAP S/4HANA. In addition, between 20-50 million conditions are added over the course of a month, meaning that a database of 650 million entries had to be managed after just a few months.

This Sonepar unique selling point could not be implemented in SAP S/4HANA due to the quantity, complexity and methodology (stacking conditions). UWS Business Solutions was therefore commissioned to develop a web-based solution in which all conditions are processed and prepared. The interface to SAP S/4HANA is supplied with the prepared data so that SAP S/4HANA can display it and integrate it into the subsequent processes. The entire data management takes place in the software solution developed with Wisej.NET.

## The task

Sonepar would like to provide its sales staff with a tool that allows them to carry out daily research and recording activities quickly and efficiently. Previous desktop solutions had met these requirements well, but were now to be replaced and further developed by a web application due to the time-consuming provision of setups and Citrix environments. Reservations about web applications in terms of response behavior and optimal usability with large amounts of data had delayed this step for a long time.

The application focuses on managing price conditions via value and duration at several allocation levels. Due to different authorizations, an approval workflow and a notification system have also been implemented. Furthermore, a number of interfaces to the ERP system SAP S/4HANA and special Sonepar internal information services have been implemented.

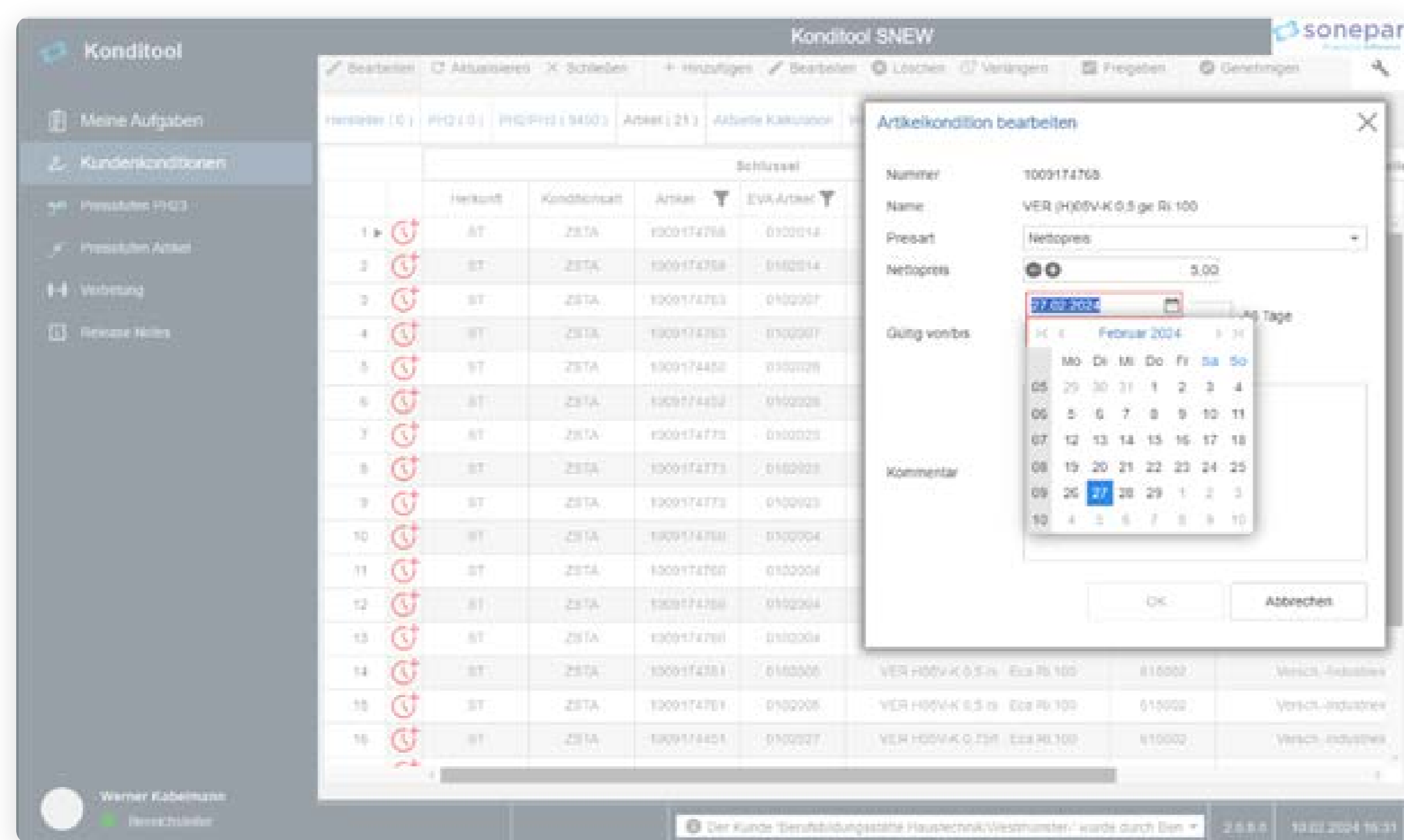
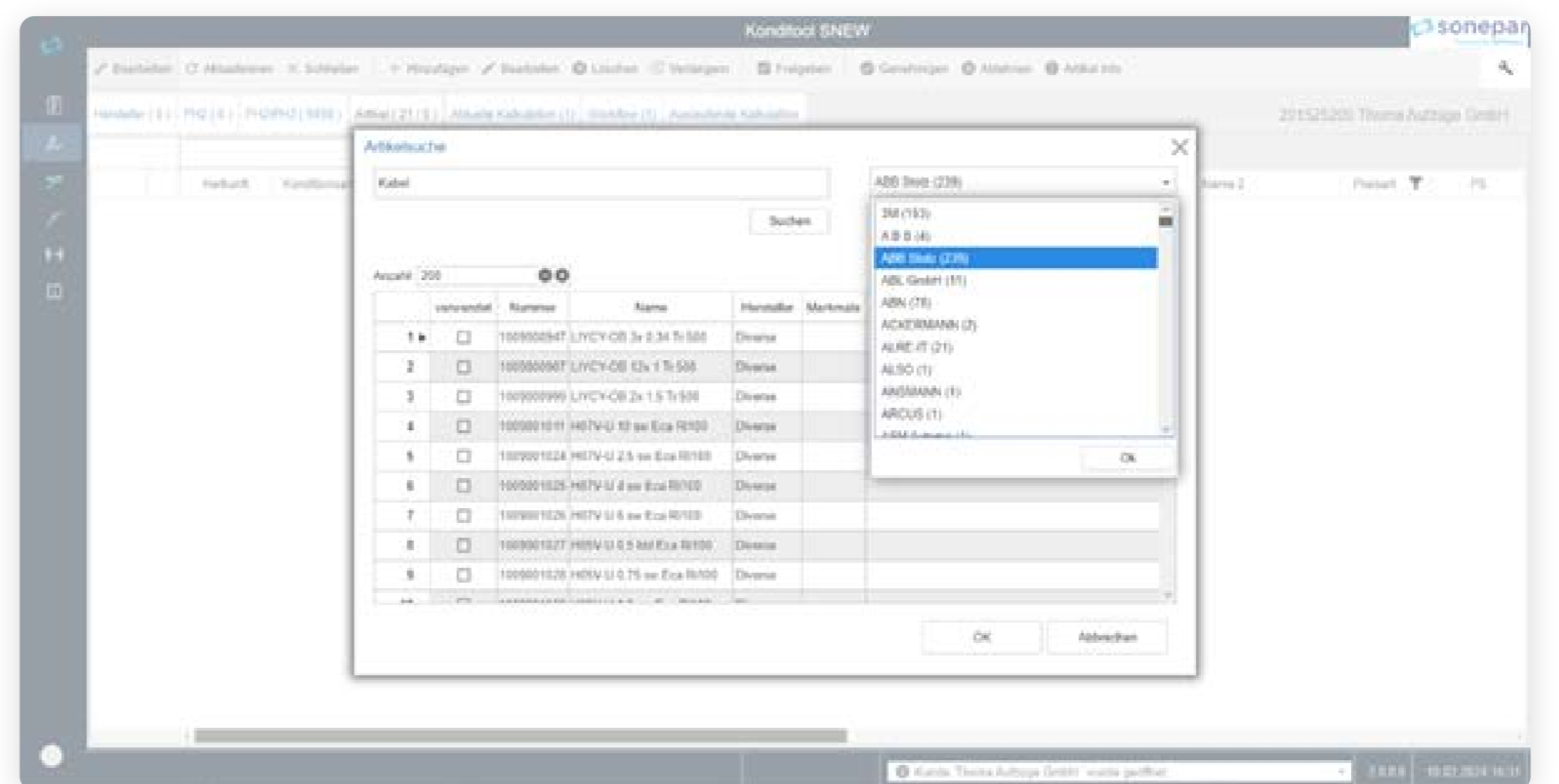


# The solution

The UWS development team was able to develop a new solution within four months from spring 2023 with the help of Wisej.NET and an experienced Sonepar specialist team.

In addition to Wisej.NET 3, the web application is based on .NET 7 and an Oracle database and is hosted on an instance of IIS 10.

Wisej.NET offers a large number of powerful web controls that have enabled the development team to create customized user interfaces. Especially large lists with a lot of information, as in this project, can usually only be realized in a web solution with great effort and limitations in user-friendliness.



The short development time familiar from desktop applications was completely convincing. All concerns regarding response behavior and usability were also dispelled after a four-week user trial phase. This positive feedback from users has created scope and courage for new ideas in the future.

## Results Achieved

- Conditioning solution for over 2000 users
- User-friendly operation for mass processing of data records
- Extremely fast web solution with high user acceptance
- Securing Sonepar's important unique selling proposition
- Enabling the SAP S4/Hana solution to handle more than 500 million price conditions



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## About UWS Business Solutions GmbH

UWS Business Solutions GmbH (Germany) is a consulting firm for complex digitalization projects.

The Advisor Team consists of experienced management consultants who work across all industries. The Enabler team are software specialists for integrated individual solutions. This combination makes it possible to digitize complex processes where standard solutions reach their limits. As a development partner on Microsoft platforms for over twenty years, Wisej.NET is the perfect complement for the redesign of existing solutions or the efficient development of new software products.

## About Ice Tea Group

Ice Tea Group LLC, located in Washington DC, is a world-wide specialist for enterprise application modernization and business web frameworks.

We help developers and organizations stay competitive. Our mission is to strengthen and increase the value of enterprise-scale software assets by providing modernization paths throughout technology changes.

Since 1998, our services and frameworks have been used by more than 600 companies, in 4,800+ applications, over 50 countries. Some of our clients are: Fujitsu, Lidl, Goodyear, Xerox, Skanska, Volvo, Merck, GE Healthcare, IFS, Air New Zealand, CBS, SAGE, Ericsson, Siemens, ASFINAG, Markel, Ameriprise, Europ Assistance.

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