



EJOT: Expanding Quality Leadership and Strengthening Customer Loyalty with Process Mining

Every single year, the EJOT Group produces around ten billion fasteners, including nuts, bolts, and screws, as well as other components for industrial construction, thermal insulation, and automotive manufacturing. The highest level of quality is essential for such safety-related products, and EJOT achieves this via **well-established partnerships, service orientation, and process excellence** across all company divisions.

To proactively counter today's risks and reliably meet customer expectations, the company aims to continuously optimize its administrative processes as well. A primary goal is to automate standard processes through process mining and win back time to perform more value-adding tasks.



Enabling Improved Processes and Untapping Potential for Optimization with SAP® Signavio® Process Intelligence



Before: Challenges and Opportunities

- Ensuring consistently high levels of quality and efficiency in administrative processes to strengthen partnerships with suppliers and customers
- Increasing automation and gaining more time for value-adding activities
- Generating efficient and speedy data recognition via process mining of purchase-to-pay processes, so other business areas can enjoy the same benefits quickly

Why SAP

- Architecture: Ideal integration into the SAP® landscape, meaning the foundations to migrate to SAP S/4HANA® are laid
- Speed: After half a day of basic training, in-depth analyses can be performed flexibly and in a decentralized manner
- Flexibility: Processes can now be sorted and filtered by time periods, plants, suppliers, material groups, and more
- Simplicity: The solution has built-in KPIs and analysis functions that are easy to use
- Customer orientation: The high level of service, efficiency, and solution orientation of the SAP Signavio® team

After: Value-Driven Results

- Group-wide reduction in the rate of manual quantity changes – from 9 percent to 5.5 percent
- Reduction in manual price changes with supplier with 11,500 orders per year – from 86 percent to 2 percent
- Further time savings for purchasing helps ensure a steady supply to production even in the event of unforeseen events and supply bottlenecks

“Due to the current political situation, our employees must make important decisions every day – and that takes time. **Improving our processes relieves their workload** and creates more time for value-adding tasks.”

Markus Rathmann, Chief Supply Chain Officer, EJOT

~157 hrs

Projected time savings per year due to the reduction of manual quantity adjustments in purchasing process (July 2022)

~270 hrs

Projected time savings per year through the reduction of manual price adjustments with a supplier (July 2022)



EJOT Bad Berleburg, Germany www.ejot.com	Industry Industrial Manufacturing	Products and Services Fastening components	Employees +3,700	Revenue €617 million (2021)	Featured Solutions and Services SAP Signavio® Process Intelligence
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