

**WELCOME TO OUR LAST SESSION IN 2023:**

**NEXT MONDAY MORNING**

**THE SESSION WILL START IN 1 MINUTE**



# **NEXT NEWS NETWORK**



**GIULIA KUZNIK – Product Owner Marketplace**  
**TERESA HÖRMANN – Controlling / Communication**

**18.12.2023**





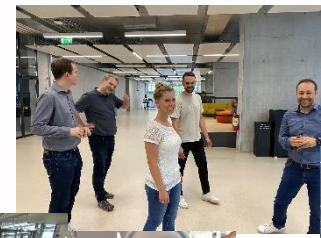
# NEXT TODAY WE INVITE YOU TO COMPLETE OUR REVIEW OF THE YEAR TOGETHER WITH US



JAN



JUN



DEC





# OUR YEAR DEVELOPED AND SO DID OUR SHOP – SAP ASSESSMENT AND NEW FEATURES SINCE THE LAST INFO SESSION

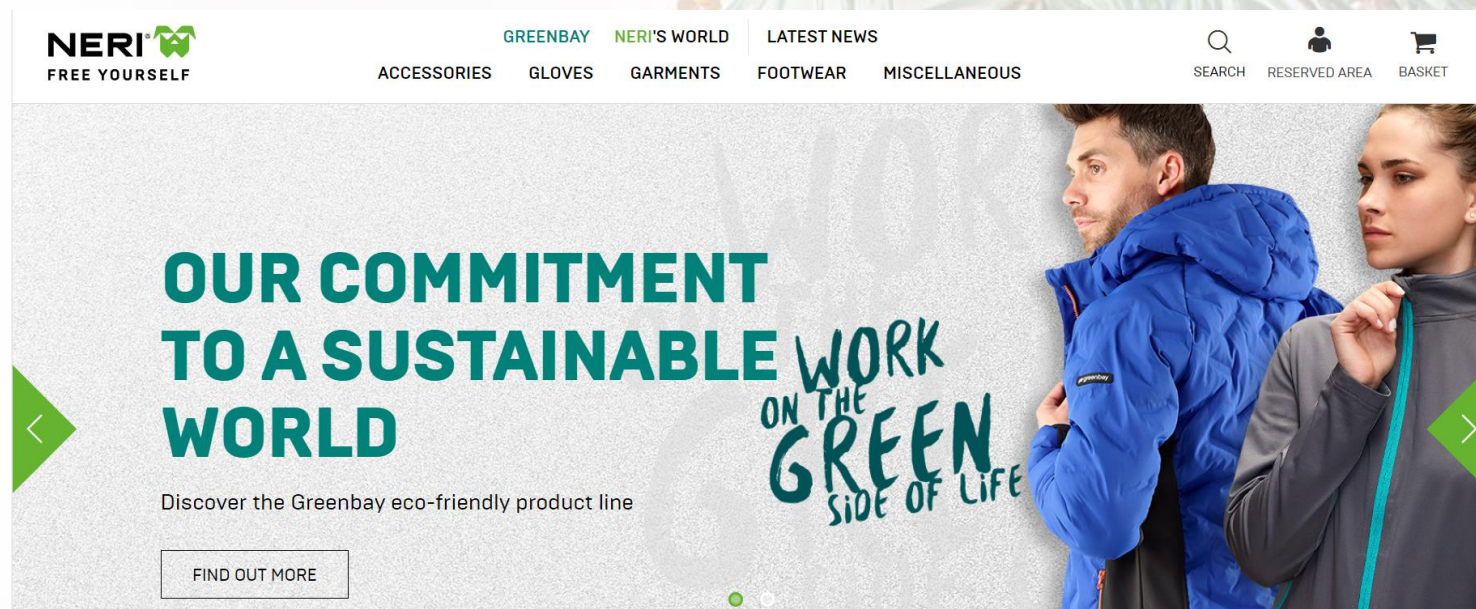
The screenshot displays the Würth website interface. The top navigation bar includes the Würth logo, a welcome message, a search bar, and user options like 'Login' and 'Nuovo cliente? Registrati'. Below the navigation is a category menu with items like 'Ferramenta', 'Prodotti chimici e vernici', and 'Attrezzatura da lavoro'. The main banner features the headline 'PROFESSIONISTI, IL VOSTRO MARKETPLACE È QUI!' and a sub-headline 'Che tu sia un artigiano, un libero professionista o un titolare di attività commerciale, il nostro Marketplace è il posto ideale per trovare tutto ciò di cui hai bisogno per eccellere nel tuo settore.' Below this is a grid of product categories, including screws, adhesives, tapes, cables, gloves, and more. The bottom section shows a search results page for 'Hand tool' with filters for 'Width across flats', 'Length', 'Tip size', and 'Socket wrench external'. The results list 1-24 of 2840 products, including various wrenches like 'Combination wrench', 'Double open-end wrench', and 'Open double-end box wrench'.

- ✓ **1.953** tickets processed in 2023, thereof: 76 in this week's release
- ✓ **SAP ASSESSMENT** fully completed for knowing the system is built up in a proper way
- ✓ Introduction of Reco
- ✓ Ping Identity Configuration for PROD
- ✓ Improved customer import integration

# FURTHERMORE, WE ONBOARDED A NEW SUPPLIER BEFORE THE GO LIVE: NERI S.P.A.

**160** products  
synchronized for Go Live

**240** more products in  
the pipeline



<https://nerispa.com/>

**Occupational safety specialists**

Founded in 1971 with actively trading working gloves + rubber items

**11 new products at the moment**

>100 new products after the Go Live



2

## MORE ANNOUNCEMENTS: THE NEXT ORGANISATION IS DETERMINED! CAN YOU GUESS IT?



**The World's Third-Largest Number of UNESCO World Heritage Sites**



**The World's Second-Most Visited Country**



**NEXT's First Rollout after the MVP Go-Live in Italy**

2

**THE NEXT ORGANISATION IS DETERMINED!**



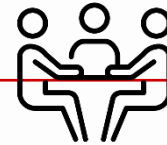
**WÜRTH SPAIN**

# TO MAKE A GOOD PROJECT START POSSIBLE, THE FIRST PART OF THE EXPLORATION PHASE WILL START IN JANUARY

## PRE EXPLORATION PHASE: TARGETS FOR THE ON SITE MEETING @WÜRTH SPAIN IN JANUARY 2024



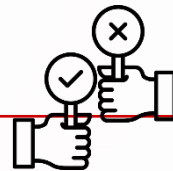
Get to know Würth Spain  
Structures | systems | E-Business history



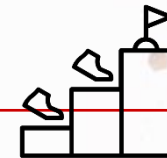
Get to know NEXT  
Advantages | Possibilities



Definition of future way of  
collaboration



Creation of a basis for  
decision finding



Definition of the next steps



# TO ENSURE A PROFESSIONAL FURTHER DEVELOPMENT WE USE THE COMPETENCE CENTER E-BUSINESS FOR PRIORITIZATION TOGETHER WITH BUSINESS RESPONSIBLES

## COMPETENCE CENTER E-BUSINESS

**FOCUS** 

Further feature development of the E-Business solutions

**Participants** 

Companies that generate 80 % of E-Business sales

**HOST** 

Mario Kaiseraier and Carsten Meyer

## SCOPE AND RESPONSIBILITY

- Intershop and NEXT ecosystem development
- Exchange on usage of features and best practices
- Common vision on feature roadmap and focus topics

## DECISIONS

**Prioritization process and decisions such as:**

- Common evaluation of business value
- Prioritization of pipeline for feature development
- To be discussed: common budget and usage of this budget

## FIRST COMPETENCE CENTER MEETING TOOK PLACE 06.-07.12.2023

**4**

**THE COUNTDOWN TO GO LIVE HAS BEGUN AND EVERYONE IS ALREADY BEING PREPARED FOR IT THROUGH THE DAILY MAILING**



**GO LIVE  
COUNTDOWN!**

**NE>X>T**

**SINCE 5.12. WE PROVIDE INFO ABOUT THE FOLLOWING TOPICS TO OUR MAIN STAKEHOLDER EVERY DAY**

**What is running since yesterday?**

**What is still in progress?**

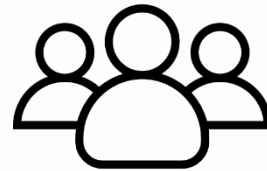
**What will be done today?**



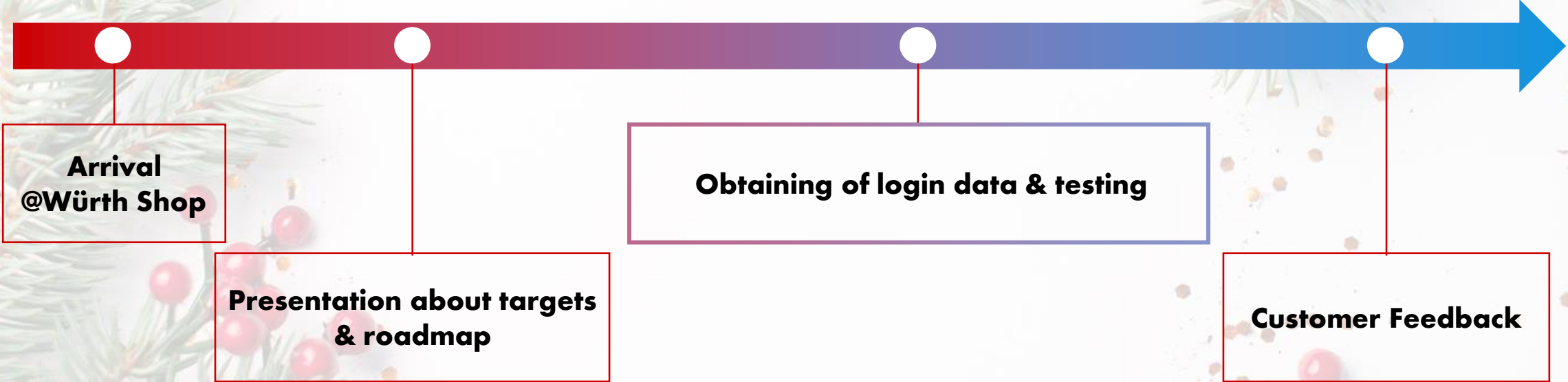
# THE GO-LIVE IS WELL PREPARED - WE WANT TO GIVE YOU A SNEAK PEEK INTO THE PLANS FOR TOMORROW



Würth Shop Neumarkt



Primi Pionieri | Team Italy | NEXT-Team



# LET'S HAVE A LOOK ON HOW THE SYSTEM CURRENTLY LOOKS LIKE





Benvenuto da Würth Italia

Ricerca per prodotto o codice articolo



Login



Nuovo cliente?  
Registrati



Italiano

Tutte le categorie

Ferramenta

Prodotti chimici e vernici

Antinfortunistica e sicurezza

Prodotti per edilizia

Utensili

Attrezzatura da lavoro

Idraulica

Impianti elettrici e illuminazione

Arredamento

Test Prod Link...

## Antinfortunistica in vendita online

Sull'online shop di Würth trovi una vasta selezione dedicata interamente al materiale antinfortunistico. Solo per professionisti con P. IVA

Scopri di più



Hello World

Test Title



WÜRTH

**ASSY 4 CS MDF acciaio zincato FI  
TPS RW VITE-LEGNO-MDF-TPS-RW10-  
(A2K)-3,5X15/11**

● Il prodotto è ordinabile



WÜRTH

**Spatola per adesivi con manico in  
legno SPATOLA CONICA DENTAT.A  
SEGA 200MM**

● Il prodotto è ordinabile



WÜRTH

**Sottocolmo di areazione WÜTOP  
Uni Roll SOTTOCOLMO-UNI-ROLL-  
ANTRACITE-300MM**

● Il prodotto è ordinabile



WÜRTH

**Cavo in rotolo FUNE-ACCIAIO-IN-  
ROTOLO-D1,5MM-L150M**

● Il prodotto è ordinabile



ORMA

**Guanti Orma TECHNOFLEX,nylon 15  
aghi grigio,nitrile puntinato nero,  
dorso aerato**

● Il prodotto non è attualmente ordinabile



ORMA

**Guanti Orma GiGi antitaglio E,HPPE  
R-PET spandex 18 aghi,nitrile  
nero,dita aer**

● Il prodotto non è attualmente ordinabile

Scoprite il nostro nuovo assortimento di prodotti per il mercato

Fornitore affidabile e approvato



# OUR MILESTONES AND EVENTS ACHIEVED POINT TO A SUCCESSFUL 2023



**WÜRTH  
SPAIN**

**GO LIVE**

**JAN**



**JUN**



**DEC**



**NERI<sup>®</sup>**  
FREE YOURSELF

**E-BUSINESS  
COMPETENCE  
CENTER**

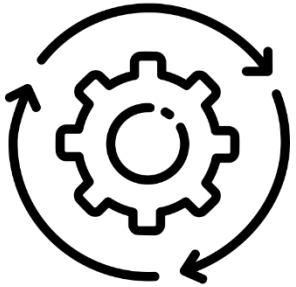


# WHAT WILL COME UP

## NEXT YEAR

# THE FOCUS AFTER THE GO-LIVE IS TO STABILIZE THE SYSTEM AND TO IMPROVE AND EXTEND THE FEATURES

## SOME OF THE FIRST PLANNED FEATURES IN A NUTSHELL



Automatic Customer Registration



Multi User Account



Extended Order Tracking Overview



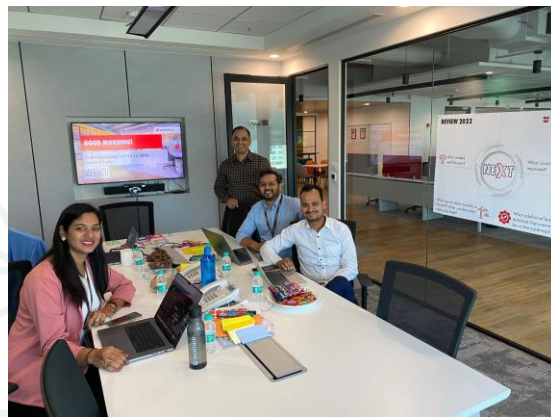
Improved Search Engine Optimazation

**FEATURE  
IMPROVEMENT &  
EXTENSION**



# IN ORDER TO IMPROVE THE SYSTEM AND THE FEATURES, AN EVALUATION WORKSHOP WILL BE HELD AFTER THE GO LIVE

## THE EVALUATION SESSION @WÜRTH IT INDIA WORKED OUT VERY WELL!



**1 Evaluation session** to discuss **NEXT steps** for improvements



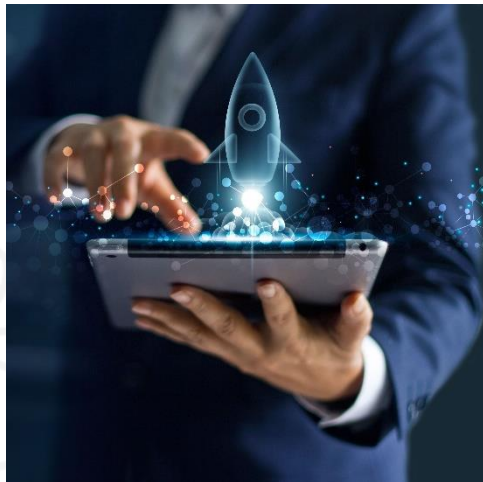
**2 Workshop with the development teams** in order to figure out and plan all **important topics** that will come up

# IN THE LONG TERM, OUR ALREADY FAMILIAR FOCUS TOPICS WILL ALSO BE ESTABLISHED NEXT YEAR

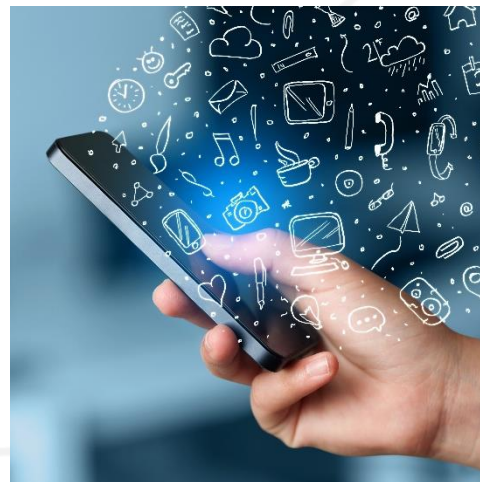
2024

NEXT

## SETUP ROLLOUT ENGINE



## NEXT APP



## E-PROCUREMENT EXCELLENCE



2025-2029




- Migration of shops
- Improvements of the tech stack
- Tech check to ensure sustainability




# THE MMM SESSIONS HAVE GROWN AND WILL ALSO BE PART OF THE NEXT YEARS

**9TH** SESSION TODAY

**537** PARTICIPANTS IN TOTAL DURING THE YEAR

**PERFORMANCE AWARD:**  
  
**PROJECT UPDATE WITH DEMO VIDEO IN OCTOBER**

**PERSONAL AWARD:**  
  
**WUCATO X WÜRTH ONE X NEXT IN MARCH**

**FIND ALL OUR PAST  
AND UPCOMING  
SESSIONS, MILESTONES  
AND INFO MATERIAL  
ONLINE!**



<https://marketplace.wuerth-it.com/>

**BENUTZER:** Marketplace

**PASSWORT:** 1Develop2Ebusiness3!





**THANK YOU ALL VERY  
MUCH FOR 2023!**

**WE WISH YOU A MERRY  
CHRISTMAS TIME**

**SEE YOU **NEXT** YEAR**

# THANK YOU!



## WEBSITE MARKETPLACE

<https://marketplace.wuerth-it.com/>



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**BE PART OF**

**IT**

