

WELCOME NEW NEXTIES NEXT INFO CALL

Team NEXT



TODAY'S TARGET

- ✓ **GET TO KNOW THE NEXT BASICS**
- ✓ **CREATING A BASIS FOR ALL NEW
PRODUCT INTERESTED PEOPLE**
- ✓ **Q&A SESSION FOR YOUR QUESTIONS**

NEW ONLINE SHOP

TRANSITION OF OUR E-BUSINESS ECOSYSTEM

A simple customer registration is just more than a registration form ...

Our current shop* is ...

... a sales machine

with over 10,000 shop orders per day

... well established

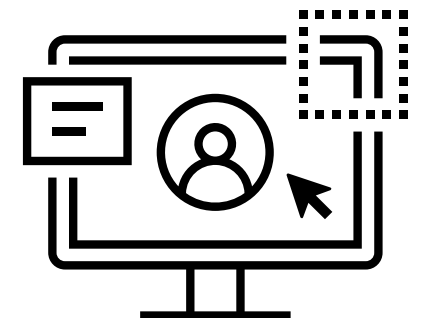
in 38 Würth Line Craft companies

... ensuring growth

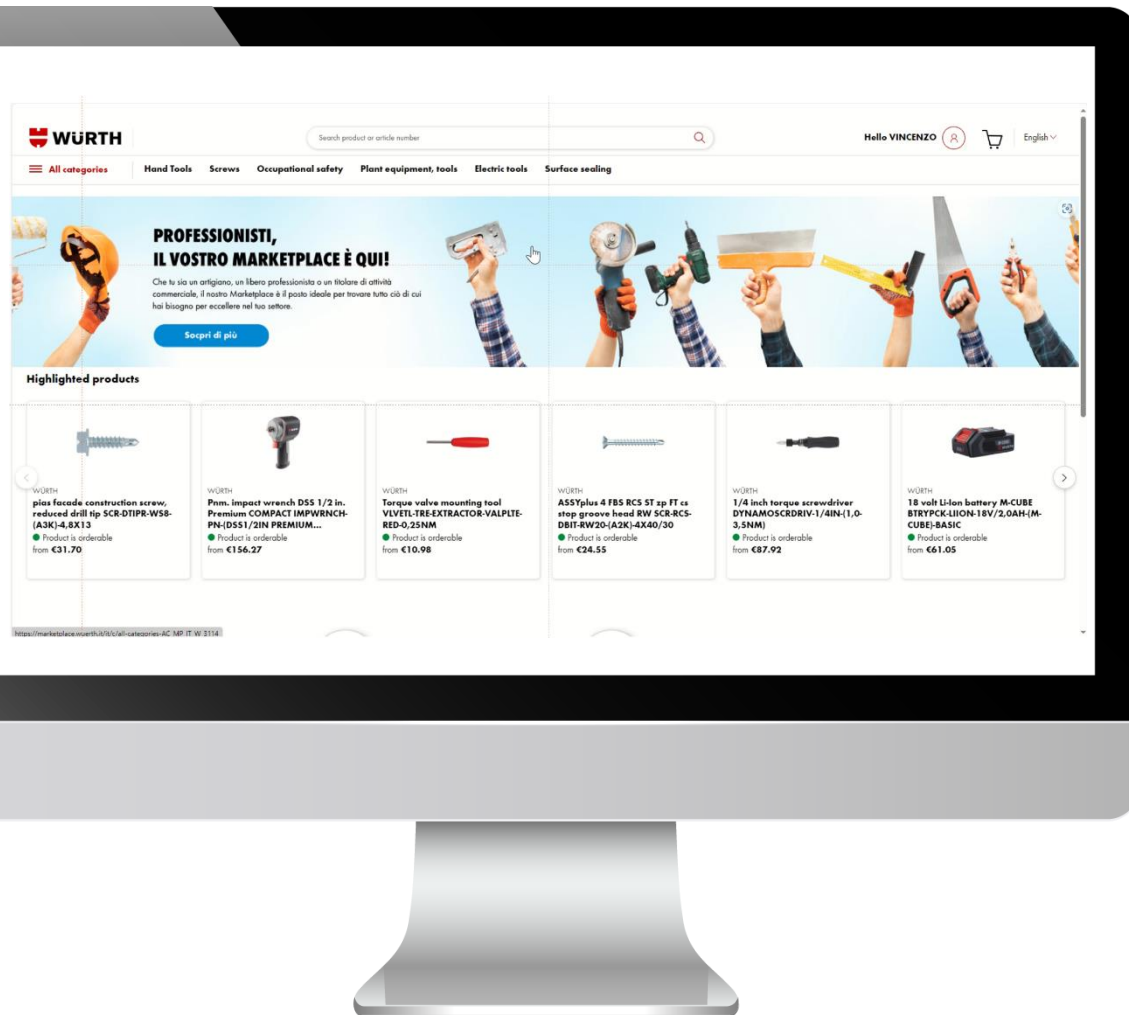
even in challenging times with 20.8 % growth (vs. -3.3 % sales without E-Business)

... it is a whole NEW E-Business Ecosystem ...

To continue this growth, we need to transition our ecosystem to a new technological foundation!



NEW ONLINE SHOP NEXT



NEXT



Customer centricity



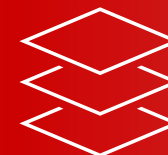
Personalization



B2B functionalities



Cloud system
with continuous releases

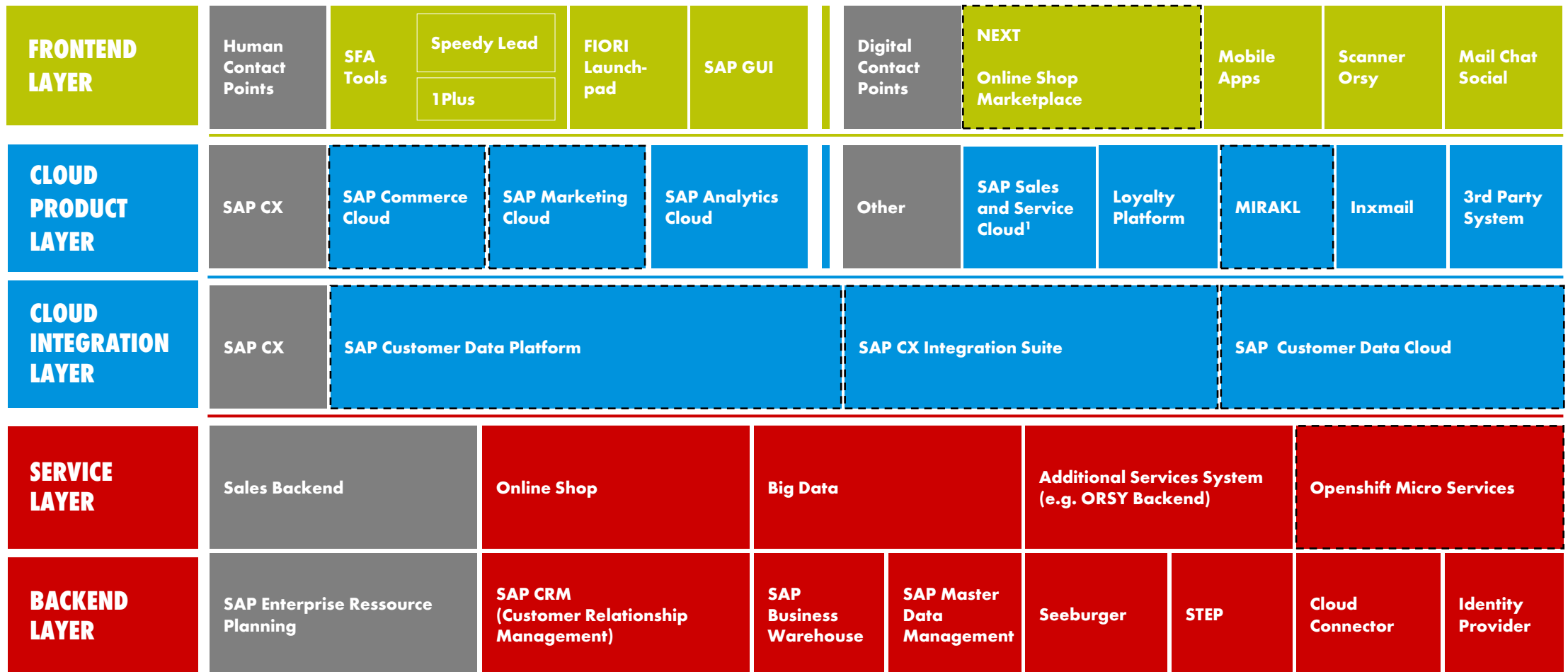


Modular architecture
on SAP CX Basis



THE E-BUSINESS COMPONENTS ARE AN INTEGRAL PART OF THE SIGMA ARCHITECTURE OF THE FUTURE

PROJECT SIGMA



WHAT'S NEW? WHAT'S THE DIFFERENCE TO TODAY?

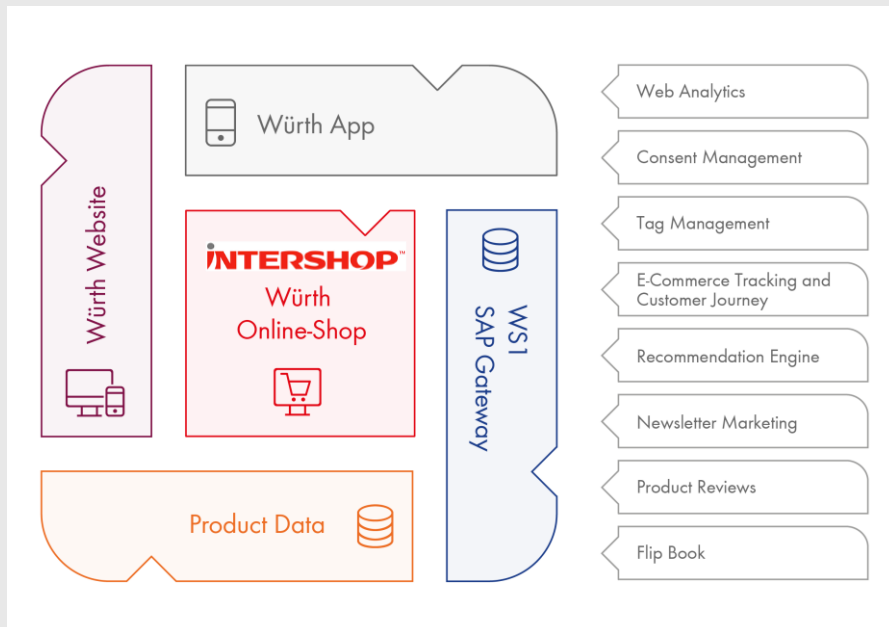
We have build throughout the last 12 years a sales machine, very customized and based on the needs of our customers and your feedback

IMPROVEMENTS AND NEW TECHNOLOGY IN **NEXT**

Based on an **CLEAN** and **UPGRADABLE CORE**

- strip down of **product data hierarchy** from 5 to 3 levels
- Würth Group login as **central authentication** provider in NEXT
- SAP Commerce with **monthly updates** from SAP
- **New prudsys** version
- **Upgraded Solr** version
- New **Business partner logic** (applicable for S4 migration)





... AND MUCH MORE!



NEXT OFFERS THREE DIFFERENT BUSINESS MODELS WITH ONE INFRASTRUCTURE

NEW E-BUSINESS XPERIENCE TECHNOLOGY NEXT

The New E-Business Xperience Technology offers the possibility of designing various business models.

	  SUPPLIER MODEL	 PURE ONLINE SHOP	 FULL SCOPE MARKETPLACE
BUSINESS MODEL	Possibility to actively sell as a supplier on a Würth marketplace	Professional B2B Online Shop	Professional B2B marketplace with supplier management for holistic procurement (including A-articles)
REVENUE STREAMS	Commission on articles sold on marketplaces/platforms	Sales through Online Shop and own assortment	Additional to Online Shop: listing fee, commissions, product data improvement, on-site ads, shop-in-shop
POSSIBLE COMPANIES	Tbd: Würth Line Craft in Asia	around 90 % of Würth Line Craft companies	E.g. AT-Würth Austria, DE-Würth Germany; FI-Würth Finland; FR-Würth France, IT-Würth Italy

A hand holding a red and white toy airplane against a background of a person in a white lab coat and a network diagram. The airplane is the central focus, with a red body and white wings and tail. The background is a soft-focus image of a person in a white lab coat, with a network diagram overlay consisting of white dots and lines. The overall color palette is warm, with reds, oranges, and whites.

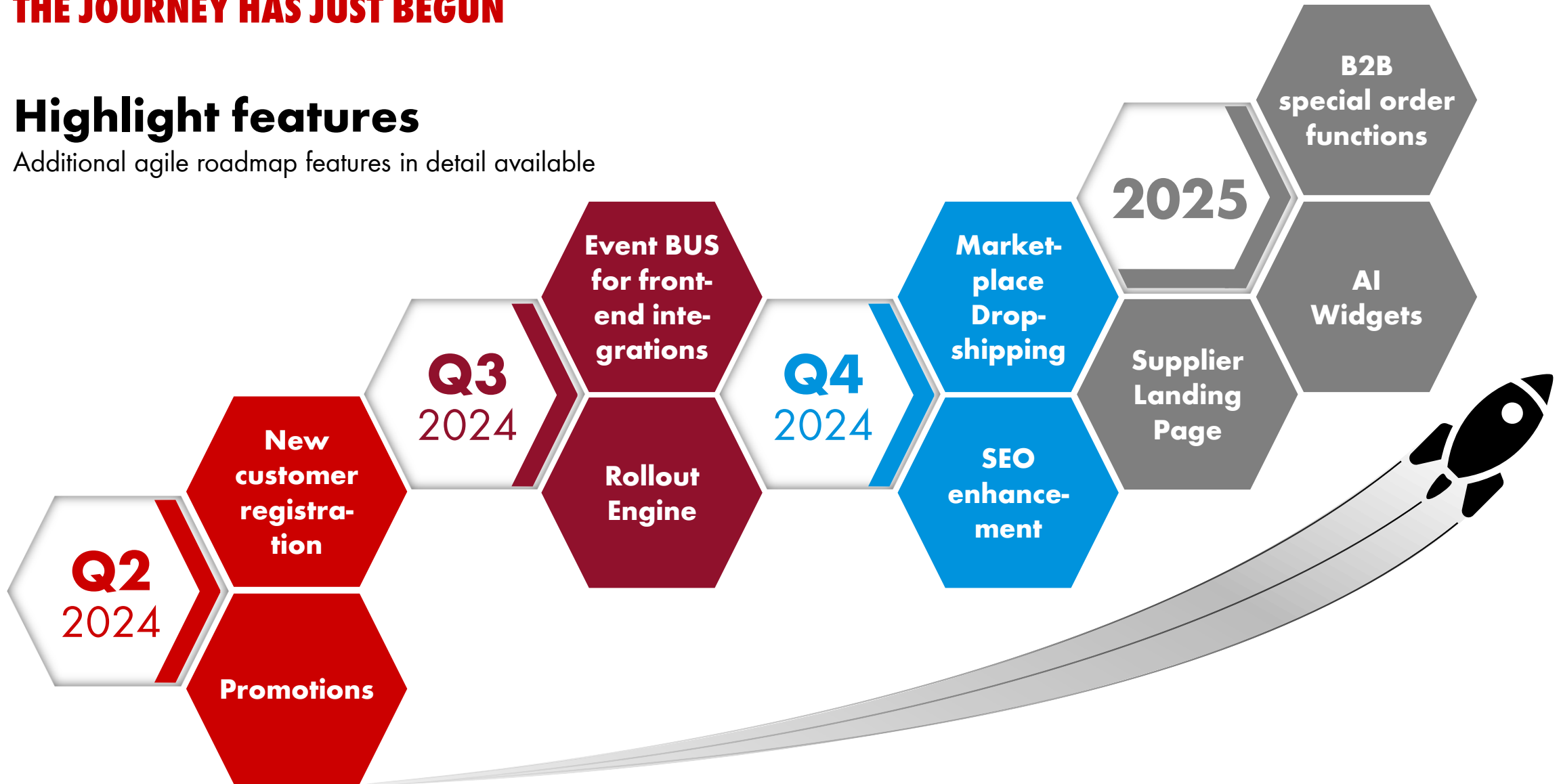
WHAT IS PLANNED FOR THIS YEAR?

NEW ONLINE SHOP

THE JOURNEY HAS JUST BEGUN

Highlight features

Additional agile roadmap features in detail available

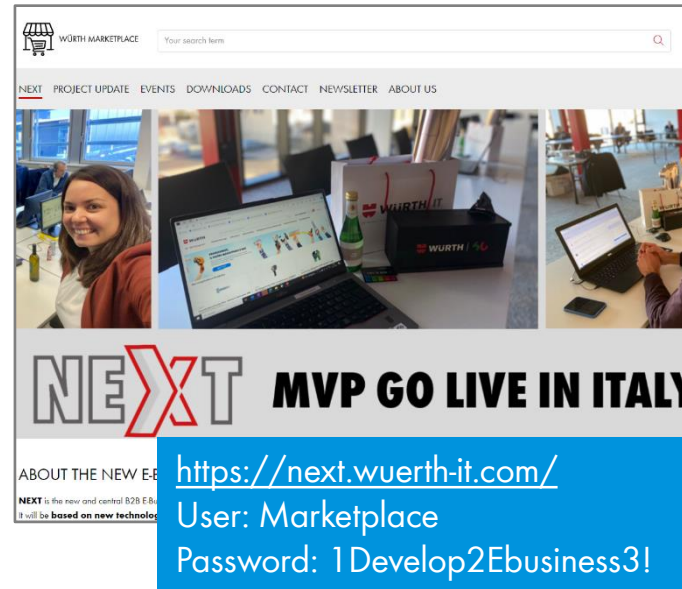


HOW YOU CAN ALWAYS STAY UP-TO-DATE



NEXT NEWS NETWORK SESSIONS

Bi-monthly update sessions on project status and current developments as well as latest NEXT news



INFO WEBSITE & NEWSLETTER

All information regarding NEXT, download material, event information & invitations



MARKETPLACE GUIDE

Broad view on marketplaces and important to dos for the marketplace implementation

THE IT DAYS AS OPPORTUNITY TO DISCUSS THE LATEST TRENDS & DEVELOPMENTS IN THE WORLD OF IT WILL TAKE PLACE AGAIN THIS YEAR



JOINT PLATFORM

**STRATEGY &
MANAGEMENT**

DISRUPTING THE STATUS QUO

**INNOVATE TO
ELEVATE**

MODERN (DIGITAL) WORKPLACE

ONE IT

**GLOBAL-SCALE
COOPERATION**

INFRASTRUCTURE

CYBERSECURITY

Registrations are open until **TODAY**
For more information please contact it-days@wuerth-it.com

XPLORATION FOR E-BUSINESS MANAGERS

You are a **E-BUSINESS MANAGER** and want to **LEVEL UP** your E-Business with the **New E-Business Xperience Technology** but you do still have open questions?

WE HAVE THE RIGHT OFFER FOR YOU!

Book your **INDIVIDUAL SESSIONS** and get the chance to ask all your **COMPANY SPECIFIC** questions.





TEAM SLIDE (WITH FUNCTIONS)

Giulia Kuznik
Product Owner
Project Lead & Strategy



Rainer Hofmann
Enterprise Architect
Technical Lead

Annika Herbert
Project Manager
Customer Management Würth Italy,
Matrix Coordination



Daniel Bauer
Product Manager
MIRAKL Expert & Supplier
Onboarding

Wassilios Adamidis
Project Coordinator
Stakeholder Communication, SIGMA, Omnichannel



Tim Röger
Product Manager
SAP CX Stack, Feature Priorization

Alina Popow
Project Coordinator
Stakeholder Communication, Personnel Development



Mats Echterhoff
Product Manager
Process Management

Teresa Hörmann
Controlling & Communication
NNN, Newsletter, Contract Management & Controlling





THANK YOU



THAN

