



SUCCESS STORY



THE
BAHLSSEN
FAMILY

Efficiency Baked In.

Bahlsen's Recipe for Success in Payment
Centralization and SAP Migration



INTRODUCTION

As internationally renowned as Bahlsen's baked goods are today, as smoothly run the payment processes of the Hanover-based family-owned company. For more than five years, the Bahlsen Group has been managing payments, bank accounts, and back-office system connectivity via the cloud-based platform of TIS (Treasury Intelligence Solutions).

ABOUT BAHLSEN

Founded over 130 years ago in Hanover, the Bahlsen Group today is one of Europe's most successful sweet biscuit companies and the number one manufacturer in Germany. In 2022 alone, the company baked and supplied more than 121,000 tons of sweet baked goods and exported their products to over 80 countries worldwide. Brands included in the Bahlsen Group portfolio are: BAHLSEN, LEIBNIZ, PiCK UP!, Brandt, KRAKUSKI, HIT, and RAWBITE.

BAHLSEN KEY FACTS AT-A-GLANCE



Founded in Hanover
>130 Years ago



#1 Manufacturer
of sweet biscuits
in Germany



121k Tons
of goods
baked in 2022



80+ Countries
worldwide export

CHALLENGES BEFORE WORKING WITH TIS

1.

A decentralized organization with business units in numerous countries worldwide.

Bahlsen today has business units in the following regions:

Germany & Austria
UK
Central & Eastern Europe
Western Europe
North America
Middle East
China
Asia Pacific

2.

Significant manual work and lack of global transparency:

In each country, Bahlsen had to manually execute payments originating from the ERP systems, in some cases through separate e-banking tools. As a result,

the central treasury department missed an overview on when the payment processes were triggered by which user and in which country. And the gaps in processes created a heightened risk for error and fraud.



THE PROJECT OBJECTIVES

- 1** Bahlsen strived for **more transparency and security regarding liquidity and daily cash flows** through a central, intuitive, intelligent, and cloud-based corporate payment platform.
- 2** **Challenges regarding the subject of payment authorizations had to be solved.** Bahlsen needed easy manageability and more flexibility in granting, deleting, and changing any payment authorizations.
- 3** Increased automation through end-to-end connectivity and the elimination of manual work, which is per se error-prone, should lead to **increased overall compliance and mitigate risk exposure.**

THE BENEFITS

The project objectives could be 100% achieved:



Better cash flow overview and unified payment approval and review processes on a global scale.



Payments are transferred directly from the ERP system to all connected banks worldwide via straight-through processing. Manual work is eliminated.



Global signatory powers can now be granted more quickly and transparently with a high level of flexibility.



Bahlsen's IT department does not need to independently develop payment formats, but can use TIS' comprehensive format library, which is one of the largest worldwide. This saves costs and reduces risks.

As a result of the successful implementation of TIS, Bahlsen today benefits from fully automated, traceable payment transactions and straight-through processing (STP). Thanks to TIS, Group Treasury in Bahlsen can now for the most part transfer payments directly from the ERP systems to the connected banks and generate a complete, worldwide picture of the Group's liquidity and cash position. Group Treasury, Accounting, and other financial management teams – a good third of them are located in the foreign subsidiaries – now work on one single payment platform instead of using multiple ebanking tools. **They can prepare payments, view account statements, or generate reports, no matter where they are based.**

Bahlsen's already high security standards could also be further increased by using the TIS platform, as the elimination of manual work reduced both possible sources of errors as well as opportunities for manipulation. The TIS platform also provides the treasury team with great flexibility in centrally controlling the signatory rights.

If a new employee is to make payments, the bank used to have to go through a time-consuming legitimation process, copies of identification documents had to be transmitted, signatures had to be verified, etc. While we had anticipated this for security reasons, it also meant that a lot of time passed before the person could make the first payment. **Now we can easily and securely handle this internally.**

Cilja Schwan, Treasury Manager, Bahlsen

Full transparency, ease of administration and maximum security were the three most important objectives the Treasury team at Bahlsen's had when they scouted for a payment platform. The TIS cloud platform, which was implemented in the middle of 2018 and has been in use since, was best fitting to meet all these requirements.

A FUTURE-PROOF SOLUTION

In any thriving business environment, the back-office solutions in use undergo substantial updates and upgrades over the years, while additionally new systems are introduced. To ensure smooth connectivity processes and Treasury operations without disruptions, **it's essential to choose future-proof solutions right from the beginning.** Bahlsen had this foresight in mind when selecting TIS – a Cloud-based service provider offering frequent updates without necessitating internal IT involvement.

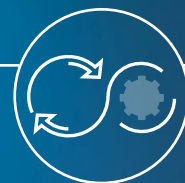
tis
CLOUD
PLATFORM



>40
Updates/Year



Fully
CLOUD-NATIVE



99,95%
System Uptime

The TIS' Software-as-a-Service (SaaS) solution was the ideal fit for the company, as its implementation required only low IT effort and no remarkable changes to their existing back-office system landscape. Due to TIS' extensive, system agnostic connectivity capabilities, back-office systems of different maturity stages can be seamlessly connected to the platform through the preferred connectivity channel, like SFTP or APIs. The flexibility of TIS and its ability to grow with a company's system landscape became clearly visible, when Bahlsen made the decision to migrate their SAP R3 to S4/HANA.

SMOOTH S4/HANA TRANSITION WITH THE TIS SAP ADD-ON

Transitioning from SAP R3 to S4/HANA typically demands significant effort and resources from companies. Especially within complex IT landscapes consisting of various interconnected systems. Ensuring seamless integration between S4/HANA and the existing systems requires careful planning and coordination. But in the case of SAP connectivity to TIS, **Bahlsen could handle the transition smoothly and without burdening their internal IT.**



Thanks to the TIS SAP Add-on, switching from R3 to S4/HANA did neither impose significant challenges on our TIS setup nor did it require heavy IT involvement. The new connectivity via the TIS Add-on could simply be established by setting a few configurations. *Our current processes run equally speedy and smooth.*

Cilja Schwan, Treasury Manager, Bahlsen



Being an SAP-certified partner, TIS was fully prepared to support the transition from R3 to S4/HANA. TIS' SAP-Add-on is a fully HANA native solution that allows for easy configuration and provides a user-friendly navigation menu. Both XML and IDOC file formats are supported. And for rejected payments, an automated clearing and reversal process is in place.

TIS's commitment to providing adaptable solutions, ensures that **Bahlsen can benefit from streamlined global payments and cash management operations while approaching also future SAP system upgrades or transitions with ease and confidence.**



DISCOVER
MORE ON THE
BAHLSEN FAMILY



ABOUT TIS

TIS helps CFOs, treasurers, and finance teams transform global cash flow, liquidity, and payments.

Since 2010, our scalable cloud platform and exemplary service structure have empowered the entire office of the CFO to become more efficient, automated, and controlled. Today, TIS excels in streamlining and unifying connectivity between all a company's relevant back-office systems and their external banks, vendors, and business partners. Our award-winning solutions are trusted by hundreds of organizations and thousands of practitioners for superior performance in cash forecasting, working capital, outbound payments, bank connectivity, financial messaging, fraud prevention, transaction compliance, and more.

With over 11,000 banking options, \$80 billion+ in daily cash managed, and \$2.7 trillion in annual transaction volume, TIS has a proven track record driving digital transformation for companies of all sizes and industries. Ultimately, we enable customers to gain strategic advantage, monetize data, improve operational efficiency, and better manage risk.

For more information, visit tispayments.com and reimagine your approach to cash flow, liquidity, and payments.



Cash Flow, Liquidity & Payments.

LEARN MORE AT [TISPAYMENTS.COM](https://tispayments.com) >>

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