

# That's how it's done!

## Supplier integration into the labelling business.



**SFC-KOENIG**

### SFC KOENIG AG

Swiss company SFC KOENIG AG has integrated its most important suppliers into the printing process with OPAL LABELMANAGEMENT™ and the solution "SAP® Direct Printing", this removes the relabelling process at goods receipt.



#### Supplier integration into the labelling business

Quicker, improved, error-free: with this in mind, SFC KOENIG AG, which specialises in sealing and flow components, optimised its processes for incoming goods. The focus was on the labels used by the suppliers, which had to be exchanged for their own labels before storage. This process cost time and money without contributing to the added value of the products.

#### Do it right, the first time!

Identification and traceability are the cornerstones of an efficient supply chain. Too many supply chains are overrun with relabelling processes, making them sluggish, error-prone and expensive. One way to rectify this is to make relabelling more efficient.

But how? - By having the supplier print the correct label, but this is precisely where the danger lies that you only shift the effort down the supply chain and don't really eliminate it. SFC KOENIG AG has managed to do exactly this and eliminate this process for themselves and their suppliers, in only three days!

#### In three days to an efficient supply chain

Based on OPAL LABELMANAGEMENT™ which was set up at SFC KOENIG AG in one month back in 2017, it was very easy for OPAL to offer their customers and suppliers a solution to the problematic process.

The solution is an IoT printer that is located with the supplier and can print the labels from SFC KOENIG AG. The only requirement is an internet connection, a compatible printer and the "SAP® Direct Printing" solution.

Due to the secure communication between the printer and OPAL LABELMANAGEMENT™, suppliers can now access "their" data directly from SFC KOENIG's SAP® system and start label printing. All they usually need to do is scan a delivery note or enter the order number with the desired quantity on the printer display.



Input Mask on printer display AM drucker

# Direct Printing with SAP®

The solution is the result of cooperation between OPAL and SATO. SATO is an innovative printer manufacturer that has equipped its latest printer generation with an application interface (API). SATO calls this AEP technology (Application Enabled Printing). This makes it possible for AutoID integrators such as OPAL to run a program on the printer.

“SAP® Direct Printing” is the program that ensures the connection to the print transactions at SFC KOENIG on the printer. Complex interfaces and customer terminals for label printing are no longer necessary. With the application, label printing in SAP® can be processed directly on the printer display.

## Advantages of the solution

### Less Hardware

Reduce your equipment, you don't need a PC to print your labels.

### SAP® integrated

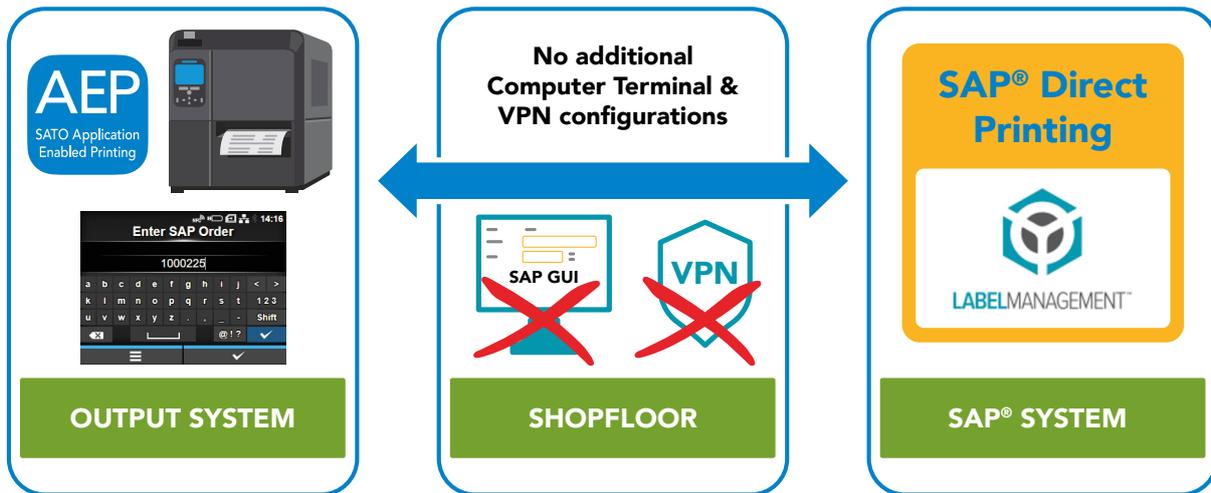
Labels are generated in SAP® and printed directly on the printer.

### IoT ready

Printer can connect via the internet and cross system boundaries.

### Less code

With the plug-in for SAP®, labels are configured and implemented with less code or scripts.



## Compatible SATO Printers



**SATO FX3-LX**



**SATO CL4 NX PLUS**



**SATO CT4-LX**

## Summary from SFC KOENIG

The "SAP® Direct Printing" solution not only eliminates the need for labour-intensive relabelling at goods receipt, it has also made SFC KOENIG much more flexible. Thanks to the central SAP® database, any desired change to the label is immediately made available throughout the supplier network, so that the suppliers' labels are always up to date. SFC KOENIG AG also benefits from the centralisation of user administration and the documentation of all activities. This gives the company a complete overview of the connected suppliers and a complete print history.

Since the input for the print job takes place at the printer itself and the users are no longer dependent on additional computer terminals, it is also feasible for SFC KOENIG AG to integrate the solution in its internal logistics and production processes.

**SFC**KOENIG

### SFC KOENIG AG

SFC KOENIG AG is a leading global supplier of high-quality, specific applications in the fields of sealing technology and flow control. With over 40 years of experience, solution-oriented know-how and unique development and consulting expertise, SFC KOENIG stands for maximum reliability in the automotive and transport, aerospace, mechanical and plant engineering, precision mechanics or medical technology sectors.

The SFC KOENIG Group has its headquarters in Switzerland and subsidiaries in Germany, the USA and China.

For more information please visit  
[www.sfckoenig.com](http://www.sfckoenig.com)



### OPAL Associates Holding AG

OPAL Associates Holding AG is a global AutoID system integrator based in Switzerland. Founded in 1996, the company is active not only in Switzerland but also in Germany, Austria, the Netherlands, Denmark and France with its own national companies. OPAL focuses on holistic concepts in the field of AutoID and SAP® and employs over 125 people. OPAL Associates Holding AG is a partner of the leading manufacturers of scanners, printers, mobile data collection devices and network products. Their own label production and technical experts complete their portfolio. OPAL also develops innovative software solutions and service concepts for complex logistics systems.

For more information please visit  
[www.opal-holding.com](http://www.opal-holding.com)

## SATO Group

SATO is a leading global provider of Auto-ID solutions that connect people, goods and information. It serves a diverse range of sectors: Manufacturing, Transport & Logistics, Retail, Food and Healthcare, to streamline operations, empower workforces and help customers reduce their environmental impact. Integrating auto-ID technologies with hardware as solutions, we tag identifiers to things and people at the site of business operations and feed data to IT systems for processing.

As an industry pioneer with 80 years of experience and more than 5,400 employees in 27 countries, SATO develops solutions that enable seamless operations, increase accuracy, support sustainability initiatives, provide security and create emotional connections that add value for the customer.



All information in this leaflet is accurate as of 2021 April.  
Product specifications are subject to change without notice.  
Any unauthorized reproduction of the contents of this leaflet, in part or whole, is strictly prohibited.  
All other software, product or company names are trademarks or registered trademarks of their respective owners.

**SATO**  
Powered On Site/

© 2021 SATO CORPORATION. All rights reserved.  
For more information, please contact your local SATO office, or visit: [satoeurope.com](http://satoeurope.com)