SAP seller and partner guide

inoBrix Intelligent Yard Logistics & Shipping Solution

Recognize a plant-shipping opportunity, qualify the operational problem and bring inoBrix into a focused discovery workshop.

Positioning in 30 seconds

SAP Powers the Enterprise. inoBrix Orchestrates Yard & Shipping Operations.

An integrated inoBrix solution built on SAP that connects gate activity, truck weighing, loading, quality and shipping documentation from arrival through departure.

Why bring inoBrix into the conversation?

The opportunity is a disconnected operational journey: scale readings re-entered into SAP, loading updates held in separate trackers, documents passed between teams and shipping staff chasing progress. inoBrix brings tailored plant workflows, equipment connectivity and shipment visibility together as one solution.

Recognizable buying signals

Customer signal	Opening question
Repeated weight entry	How do empty and loaded weights reach the correct SAP delivery?
Loading and quality status calls	How does the next team know that a shipment is ready for its work?
Document corrections	Where do delivery, batch and shipping-document references diverge?
Fragmented shipment history	Can shipping review arrival, loading, documents and departure together?

A useful first opportunity: one named plant, a specific manual handoff and an operational owner willing to share the current workflow.

Three priority industry conversations

Chemicals: connected bulk dispatch

Lead with tanker movements, weighbridge data, loading handoffs and quality / shipping documents. Readiness means visibility of agreed operational evidence.

Ask: Where does the team lose time confirming weights, loading or CoA / BOL status before departure?

Scope boundary: Do not imply automated dispatch blocking, vehicle-suitability checks or safety approval enforcement.

Agribusiness: weighbridge integration

Lead with outbound bulk agricultural dispatch and the connection between truck weights and SAP delivery records. A representative grain shipment provides a focused evaluation.

Ask: Which scale readings or weigh-ticket details do operators enter again, and how do they reconcile them with the delivery?

Scope boundary: Silo optimization, on-field logistics, commodity settlement and moisture / grade adjustments are outside the established scope.

Automotive: plant-to-customer handoffs

Assess a proposed component-shipping application connecting pickup validation, loading updates and customer ASN references after goods issue. Weighing is optional.

Ask: Where do plant records, customer shipment references and EDI handoffs need manual reconciliation?

Scope boundary: Label generation and partner portals are unconfirmed. Automotive EDI certification, JIT / JIS and returnable-packaging management are not established capabilities.

Other industry applications

Process Manufacturing remains a broader application for loading and document handoffs. Life Sciences remains a proposed adaptation for bulk APIs and intermediates, requiring site quality and validation assessment.

Industry scenarios describe fit opportunities, not customer case studies or production-deployment evidence. Confirm the relevant implementation and demonstration scope.

Qualification and differentiation

Questions for the first customer conversation

1. Business impact: Which handoff creates rework or delay? What manual entries, status calls, corrections or truck turnaround measures can the plant baseline?

2. Operating scope: Which plant, product family and outbound shipment should the first evaluation cover? What are the volumes, shifts and relevant exceptions?

3. SAP landscape: Which edition, release and modules are deployed? Who owns delivery, inventory, warehouse and quality processes?

4. Equipment and partners: Which scale interfaces and plant trackers exist? How do carrier updates and customer ASNs flow? Which customer label or portal needs require separate assessment?

5. Documents and approvals: Which inspections, CoA / BOL forms, document versions, approvals or signatures apply? Who owns acceptance?

6. Sponsorship and timing: Who owns the operational decision, technical access and evaluation funding? Is there a related SAP program or target date?

One inoBrix solution, built on SAP

Contribution	How to describe it
SAP standard functionality	Sales orders, outbound deliveries and goods issue. Warehouse execution and QM capabilities where applicable and deployed.
Configured SAP	Inspection plans, certificate profiles, shipping forms and partner / EDI mappings adapted to the plant.
inoBrix solution capabilities	Tailored kiosk and Fiori workflows, scale connectivity, plant forms and milestone reporting. Confirm custom logic and integration scope.

inoBrix coordinates the plant journey using SAP business capabilities and plant-specific workflows and integrations. EWM is not an assumed universal prerequisite. Confirm IM / EWM responsibilities and supported scope for the customer landscape.

Engagement and next step

A focused discovery workshop for one plant

1. Share the opportunity Provide the plant, sponsor, operational problem, SAP landscape and target timing. Include the relevant account or partner owner.

2. Map the workflow Bring the plant process owner and SAP lead together with inoBrix. Identify solution fit, priority gaps and equipment / partner interfaces.

3. Agree the demonstration Choose one representative shipment. Confirm which integrations are live, simulated or unavailable. The system demo remains in development.

4. Define the evaluation Agree scope, customer inputs, responsibilities and success measures. Set commercials and delivery timing after the scope is clear.

Commitments that need solution-team confirmation

Hosting and runtime, identity and access, supported SAP editions, interface protocols, signature integration, licensing, reusable assets, deployment scope and support ownership. Opportunity-map alignment does not establish SAP endorsement, certification or Public Edition compatibility.

Treat less re-entry, clearer handoffs and more consistent documents as intended benefits. Agree a baseline before quoting savings or ROI. Dispatch-readiness enforcement and exception automation remain proposed until validated.

Forwardable introduction

Subject: Introduction to inoBrix for [plant shipping challenge]

Hi [Name],

Following our discussion about [specific challenge], I would like to introduce inoBrix. Its Intelligent Yard Logistics & Shipping Solution solution is built on SAP and connects plant teams from truck arrival through dispatch.

A discovery workshop with your shipping owner and SAP lead would help establish process fit, required integrations and a focused evaluation scope.

Regards, [Sender]

Supporting assets: solution overview, business presentation, six-step process flow, technical architecture, Technical FAQ and the relevant industry brief. Contact info@inobrix.com to discuss the opportunity.