Workshop and pilot offer

inoBrix Intelligent Yard Logistics & Shipping Solution

Assess one plant’s shipping journey and define a focused evaluation of an integrated inoBrix solution built on SAP. Start with discovery. Proceed to a separately scoped nonproduction pilot only when the fit, access and technical prerequisites are clear.

Discovery workshop

Map gate activity, weighing where used, loading, quality and shipping documents through departure. Identify how SAP standard functionality, plant configuration and inoBrix workflows and integrations would support the process. The workshop can stand alone; a pilot is optional.

Session	Proposed format	Purpose
Plant workflow	90 minutes	Map one outbound scenario, roles, pain points and manual handoffs.
SAP and integration fit	90 minutes	Review SAP scope, scale / EDI interfaces, documents, security and open decisions.
Findings and next step	60 minutes	Review fit, priorities, evaluation measures and the pilot recommendation.

Proposed cadence: three remote sessions over one working week after receiving the preread. Agree dates, any site visit and the findings delivery date in the workshop proposal.

Who participates

Customer: plant / shipping owner, warehouse or loading representative, quality where relevant, SAP application owner and plant IT / integration lead. Add the EDI owner for an Automotive assessment. inoBrix: facilitator, SAP functional lead and solution / integration architect as needed.

Customer preparation

Provide the current workflow, SAP edition and release, deployed modules, scale and partner-interface details, sample delivery / shipping documents, applicable inspection and approval requirements, and available baseline data. Use sanitized examples where appropriate.

Workshop outputs

A mapped process and fit assessment; prioritized gaps and decisions with owner roles; and an evaluation recommendation with scenario, prerequisites and measures. Decide whether to proceed, revise the scope or close the assessment.

The workshop excludes development and production changes. The system demo remains in development; confirm available demonstrations when scheduling.

Industry starting scenarios

Choose one scenario as a starting point. Discovery determines the actual scope; these are not pre-approved pilot packages.

Chemicals: one tanker shipment

Scenario: One plant, one bulk-liquid product batch and one outbound delivery, from pickup validation through weights, loading, quality documents and departure.

Inputs: Scale interface, batch data, sample CoA / BOL, approval roles and carrier-message requirements.

Outputs: A mapped handoff sequence and agreed weight / document evidence for readiness review.

Measures: Manual weight entries, reconciliation effort, status calls and document corrections.

Boundary: Readiness means visibility of agreed evidence. Automated dispatch blocking, vehicle suitability and safety approval enforcement are unconfirmed.

Agribusiness: one bulk dispatch

Scenario: One site, one bulk agricultural product, one truck and one outbound delivery, connecting weighbridge data with shipping records.

Inputs: Scale specifications, weigh tickets, SAP delivery / product references, loading workflow and shipping outputs.

Outputs: An agreed mapping from tare / gross events to the delivery, plus loading and departure milestones.

Measures: Repeated weight entry, reconciliation effort and milestone completeness.

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

Automotive: shipping and EDI fit assessment

Scenario: One component family, one delivery and one customer ASN scenario after goods issue. Confirm feasibility before proposing a pilot.

Inputs: Sample delivery / ASN messages, customer label requirements, EDI mappings and current carrier / supplier handoffs.

Outputs: An interface and capability fit assessment, with gaps and a recommendation for a bounded test scenario.

Measures: Reference corrections, EDI reconciliation effort and status-chasing time.

Boundary: Label generation and portals require confirmation. Automotive EDI certification, JIT / JIS and returnable-packaging management are not established capabilities.

Pilot scope and entry conditions

A pilot evaluates an agreed design in a nonproduction environment under a separate scope of work. It is not a production deployment. It follows discovery or an equivalent fit assessment.

Baseline scope to agree

Scope item	Proposed boundary
Plant and flow	One plant, one product / material family, one outbound flow and a small agreed set of test deliveries.
Business sequence	Pickup and gate validation, loading, applicable quality / document steps, PGI, final shipping output and checkout. Weighing only where used; ASN after PGI where included.
Interfaces	One scale source where relevant and a defined test message set. Name each live test interface and each simulation, including any EDI or carrier connection.
Documents and visibility	Agreed inspection / certificate path where applicable, selected BOL / shipping output and a shipment milestone view.
Exception coverage	Selected failure cases only where designed and scoped, such as unmatched weights, duplicate events or failed outbound transmission.

Entry conditions

Confirm the SAP edition, release and module allocation; required licenses; nonproduction access; test identities; representative data; equipment / vendor access; interface contracts; and sample documents. Identify authorized quality and posting roles. Size any new application, signature service or interface work before setting the pilot start date.

Exclusions and separate design decisions

Production rollout, broad data migration, multiple plants, unrestricted device / carrier onboarding, production support and unscoped interfaces are excluded. Proposed readiness gates or exception automation enter only through explicit design and agreement. A simulation does not establish production integration readiness.

Confirm Public Edition compatibility separately. Any Life Sciences adaptation requires site quality assessment and a defined validation approach; this offer makes no GxP, batch-release enforcement, serialization or cold-chain capability claim.

Success measures and responsibilities

Agree test cases, representative data and expected results before execution. All agreed critical scenarios must pass with recorded evidence and no unresolved blocking defects. Define defect severity and acceptance decisions in the pilot scope of work.

Area	Evidence to agree before testing
Shipment identity	Consistent delivery, truck and material / batch references across the scoped flow.
Weights, where used	Values and units match the test source and shipment. Duplicate-event handling follows the approved design.
Quality and documents	Applicable inspection, certificate and approval steps behave as specified. Identify actual versus simulated signature behavior.
Shipping and EDI sequence	Successful PGI, final BOL / shipping output at the agreed point, checkout and ASN after PGI. Distinguish sending, technical delivery and recipient acknowledgment.
Access, recovery and visibility	Authorized actions and selected denied-access / failure cases behave as agreed, without unintended postings. Milestones carry the required references and timestamps with known refresh behavior.

Business evidence

Select a baseline for manual entry, reconciliation, status chasing, document corrections or truck turnaround. Agree definitions, sample period and any targets. A short sandbox pilot can establish functional feasibility; it may not establish production savings or throughput improvements.

Responsibility split

inoBrix: scoped design, configuration, integration and agreed custom work; test support, demonstration, knowledge transfer and findings.

Customer: process ownership, environment / licensing access, representative data, business rules, vendor coordination and acceptance decisions.

Providers and vendors: support their own platforms, scales and partner systems under the relevant arrangements.

Name a customer sponsor, process owner, SAP lead and inoBrix delivery lead. Identify quality, security, EDI / integration and vendor owners, plus escalation and defect-triage responsibilities.

Delivery and commercial approach

Stage	Exit evidence
Scope and readiness	Approved scenario, prerequisites, live / simulated interface list and acceptance criteria.
Configure and adapt	Reviewable configuration and scoped development against the agreed interface contracts.
Demonstrate and test	Test script, recorded results, demonstration / knowledge transfer and prioritized defects.
Review and recommend	Closeout report, acceptance / open-item record and a recommendation for production design, further work or no further investment.

Timing

Estimate duration after reviewing scope and readiness. Account for environment provisioning, new development, vendors, quality review and customer testing availability. Agree stage dates and acceptance windows in the pilot scope of work.

Commercial framework

Quote discovery as a defined fixed-fee engagement once sessions, participants and outputs are agreed. Scope the optional pilot separately: milestone-based fixed fees for defined deliverables, or time and materials with an agreed cap where uncertainty remains.

The proposal specifies fees, payment milestones, expenses, dependencies, acceptance and third-party charges. Confirm SAP / BTP consumption, signature-service fees, scale-vendor work and travel costs. No price or workshop-fee credit is implied.

Manage extra plants, interfaces, document variants and new requirements through written scope change. Agree pre-existing asset rights, new-deliverable usage rights and any warranty or support in the contracting documents.

Production transition

Pilot acceptance informs a separate production proposal. Production requires design and sizing, security review, operational readiness, validation where applicable, a support model and an approved release plan. Pilot acceptance does not authorize rollout.

Start with a discovery scoping call.

Share the plant’s shipping challenge and SAP landscape, nominate owners and agree the workshop proposal.
info@inobrix.com