

MORE SPEED, LESS EFFORT: Fricke automates purchase receipts with CIS/4-Cloud® – AI-Extractor

CONCETO
Success Story
AI-Extractor



CONCETO
ACROSS SYSTEMS.
BESIDE YOU.

FRICKE

AT A GLANCE

FIGURES, DATA, FACTS

- **Industry/Sector:** 7 sectors, including agricultural technology, commercial vehicle parts, spare parts
- **Headquarters:** Heeslingen, Deutschland
- **Number of employees:** approx. 4.200
- **International presence:** 107 locations in 28 countries

SYSTEMS

- **ERP landscape:** SAP, Oracle, Microsoft, ASW Business Software
- **Integration platforms:** SAP Integration Suite (Cloud), SEEBURGER BIS 6 (on-premise), SAP PI/PO (on-premise)
- **Archiving system:** EASY Software
- **Area of Application AI-Extractor (purchasing):**
 - Order confirmations
 - Incoming invoices (MM)
 - Prospectively: Delivery notifications and incoming invoices (FI)

THE RESULT

- **Significantly reduced manual processing effort**
- **Highest data quality**
- **Noticeably accelerated approval processes**
- **Easy scalability**
- **Consolidation of different system landscapes**



The FRICKE Group is one of Europe's largest private groups in the agricultural technology sector.

In addition, the company has been tapping into numerous other business areas for years, enabling the group to achieve long-term growth.

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The close integration of the AI-Extractor into our SAP processes has noticeably improved our workflows. Our specialist departments benefit from precise verifications and significantly reduced processing times—and we have laid the foundation for automating even more document types in the future.

Ole Harms
Head of Business &
Systems Integration
Fricke Holding GmbH

Digitalization as a growth driver

Wilhelm Fricke SE, based in Heeslingen, Germany, is one of the leading trading and service companies for agricultural technology, commercial vehicle parts, spare parts, and accessories—and is consistently driving forward digitalization as part of its growth strategy.

One focus is on **integration-driven digitalization**: the seamless networking of systems, processes, and partners with the aim of increasing process efficiency and thus securing long-term growth and competitiveness. Together with CONCETO as its strategic digitalization partner, Fricke is pursuing the development of a future-proof, scalable architecture based on the **SAP Business Technology Platform (BTP)**, the **SAP Integration Suite**, and **CONCETO SaaS solutions**.

A key project in this context is the use of the **CIS/4-Cloud – AI-Extractor**, which Fricke uses to consistently automate the processing of purchase documents with the help of artificial intelligence. Every day, large quantities of order confirmations and incoming invoices are received in a wide variety of formats, layouts, languages, and from numerous international suppliers.

Previously, manual processing was time-consuming, resulted in media disruptions, and had a considerable potential for errors. At the same time, it is becoming apparent that manual processing is reaching its limits in light of demographic change. Increasing efficiency through automation using modern technologies such as artificial intelligence is therefore becoming a decisive factor for success.

Challenge: Efficiency in a complex system landscape

Fricke knew right away: a modern solution must be able to work across system boundaries, avoid media interruptions, and offer maximum support to specialist departments. A key decision criterion was the close SAP integration with intelligent verification. This would allow purchase order confirmations and invoices to be reconciled with purchase orders, goods receipts, and vendor master data directly in the system—fully automatic, precisely, and with clear instructions for the specialist department.

Why CONCETO CIS/4-Cloud – AI-Extractor

After an intensive selection process, Fricke opted for CONCETO's CIS/4-Cloud – AI-Extractor. The decisive factors were:

- Specialization in **SAP S/4HANA** while remaining open to other ERP systems – ideal for companies with heterogeneous system landscapes that have been growing over many years
- **Deep SAP integration** with intelligent validation and enrichment of missing data – flexibly controllable by (de)activating rules at supplier or client level and manually maintainable tolerance limits
- **Customized business logic** to extend the standard functions of the AI-Extractor
- High format flexibility for changing supplier layouts thanks to specialized AI models
- Seamless integration into the existing hybrid integration landscape (**Seeburger BIS 6.7** and **SAP Integration Suite**)
- **Architectural approach** that fully maps the high process complexity, meets all relevant compliance requirements, and securely supports data growth
- Future-proof thanks to easy expandability for additional document types



From receipt to posting – automated & verified

The AI-Extractor makes it possible to completely digitize processes with trading partners within a few hours instead of the weeks or months that are usually required for traditional EDI implementations. New suppliers can be connected quickly, data streams can be processed automatically, and data can be made available directly in the relevant systems. This significantly shortens throughput times while ensuring high data quality and process reliability.

Strategic benefits for Fricke

- **Increase productivity:** Manual interventions are drastically reduced, freeing up employee capacity for value-adding tasks
- **Secure financial advantages:** Automated checks and filters based on payment terms enable better use of cash discount periods and strengthen liquidity
- **Gain transparency:** Dashboards provide a clear overview of the degree of automation, process quality, and optimization potential at all times
- **Making processes future-proof:** Intelligent workflows also automate special cases and guarantee stable processes—even in complex system landscapes
- **Use of modern technologies:** The use of artificial intelligence enables increasing efficiency gains and opens up new automation potential



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The advanced features are particularly valuable to us: filter options based on payment terms help us make optimal use of cash discount periods and strengthen our liquidity. A customized dashboard shows us at any time how high the degree of automation is, where there is still potential, and which suppliers are less amenable to automation. In addition, automated workflows also handle complex special cases—such as re-checks for SAP errors when invoice items were not yet stored during upload. This combination of standard integration and flexible expansion makes the AI-Extractor a powerful and future-proof solution for us.

Ole Harms
Head of Business &
Systems Integration
Fricke Holding GmbH



Results at a glance

- Significantly shorter throughput times and accelerated approval processes
- Higher data quality through SAP-compatible verification
- Reduced workload for specialist departments and improved decision-making basis
- Scalability to other document types and company divisions

Conclusion & Outlook

With the CIS/4-Cloud – AI-Extractor, Wilhelm Fricke SE has done more than just automate processes—it has laid the foundation for **scalable growth and sustainable digitalization**. The solution combines **efficiency gains in day-to-day business** with the **strategic ability to implement new requirements quickly and flexibly**. This puts Fricke in an ideal position to consistently continue the digitalization of its purchasing and financial processes.



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We would be delighted to invite you to a no-obligation appointment with our experts!
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More on the CIS/4-Cloud – AI-Extractor »