



CASE STUDY

enhancing STABILO's procurement with conarum AI

See more:

[STABILO's Success Story with proconarum](#)





STABILO, a globally recognized German stationery brand under the Schwan-STABILO Group, is known for its innovation and quality in writing instruments.

THE CONTEXT

With a large customer network and diverse order channels, Stabilo handles **hundreds** of

Purchase Order Confirmations (POCs)

daily, many of which arrive as emails, scanned documents, or PDF attachments.

CHALLENGES

STABILO's procurement and order management teams faced growing pressure to accelerate document handling while maintaining data integrity across their SAP landscape.



Incoming **Confirmations** for Purchase Orders in multiple formats (email, scans, PDFs) required manual reading and data input into the **SAP system**.



The manual process was **time-consuming**, prone to **human errors**, and **difficult to scale** as transaction volumes increased.



Delays in processing order confirmations affected order **fulfillment speed** and **internal efficiency**.

The company sought a solution capable of **automating POC processing end-to-end**, from reading and validating document content to posting structured data directly into SAP.

Key requirements included:

- **Reliable extraction** of POC data from various document formats
- **Seamless validation** and posting of this data into **SAP** without manual input
- A **scalable, intelligent framework** to support future automation phases

SOLUTION

To overcome these challenges, Stabilo partnered with conarum to implement **CLAIR Document** — an **AI-powered document automation** solution built on **SAP Business Technology Platform (SAP BTP)**.



CONTEXT UNDERSTANDING

Automatically reads and understands incoming Confirmations from emails or file attachments. CLAIR can also be configured to detect other SAP Documents

The screenshot displays the 'Review Document' interface. On the left, a document preview shows a 'Purchase order' from 'Company Huber KG'. On the right, the 'General Data' section contains extracted fields: Business Partner (724215fb-4c1d-440d-a...), Business Partner (10000226), Order Confirmation Number (DocAI20250413), ERP System ID (KS4500), and Purchase Order (4500003866). Below this is an 'Items' table with columns for Confirmed Quantity, Confirmed Delv Date, Order Confirmation Number, Purchase Order, Quantity Unit, Purchase Item, and Confirmed Price. The table lists three items with quantities of 100.000, 250.000, and 50.000, all with a confirmed price of 41.00.

Confirmed Quantity	Confirmed Delv Date	Order Confirmation Number	Purchase Order	Quantity Unit	Purchase Item	Confirmed Price
100.000	2025-04-15	DocAI20250...	4500003866		10	41.00
250.000	2025-04-15	DocAI20250...	4500003866		20	41.00
50.000	2025-04-21	DocAI20250...	4500003866		30	200.00

SMART DATA EXTRACTION

Uses AI and OCR to extract key data fields such as Business Partner ID, Order Confirmation ID, quantity, price, Delivery, but still allow to change the data before posting

SEAMLESS SAP INTEGRATION

Validates and **posts data into the SAP system**, removing the need for manual entry.

BENEFITS

- 01 Intelligent document processing:** CLAIR-Document extracts key data instantly and accurately.
- 02 Smart data enrichment:** Automatically fills missing or inconsistent fields to ensure data completeness before posting.
- 03 Seamless SAP integration:** Built for SAP, CLAIR-Document syncs validated data via API with STABLO's backend in real time.
- 04 Transparent tracking & auditability:** All validations and transactions are logged, giving full audit trails and visibility for IT and quality teams.
- 05 Higher efficiency with AI:** AI automation cuts manual effort by up to **80%**, speeds up posting, and eliminates data errors.

*Let's shape your future with **conarum***

Learn more in our upcoming webinar with our partner **SPIRIT/21**, where we'll showcase real success stories from **STABLO** and **Brose**.

LIEFERKETTE IM GRIFF ?

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06.11.2025 | 11:00 – 11:50 Uhr



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