

## CASE STUDY

enhancing STABILO's procurement with conarum Al

#### 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.

# THECONTEXT

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



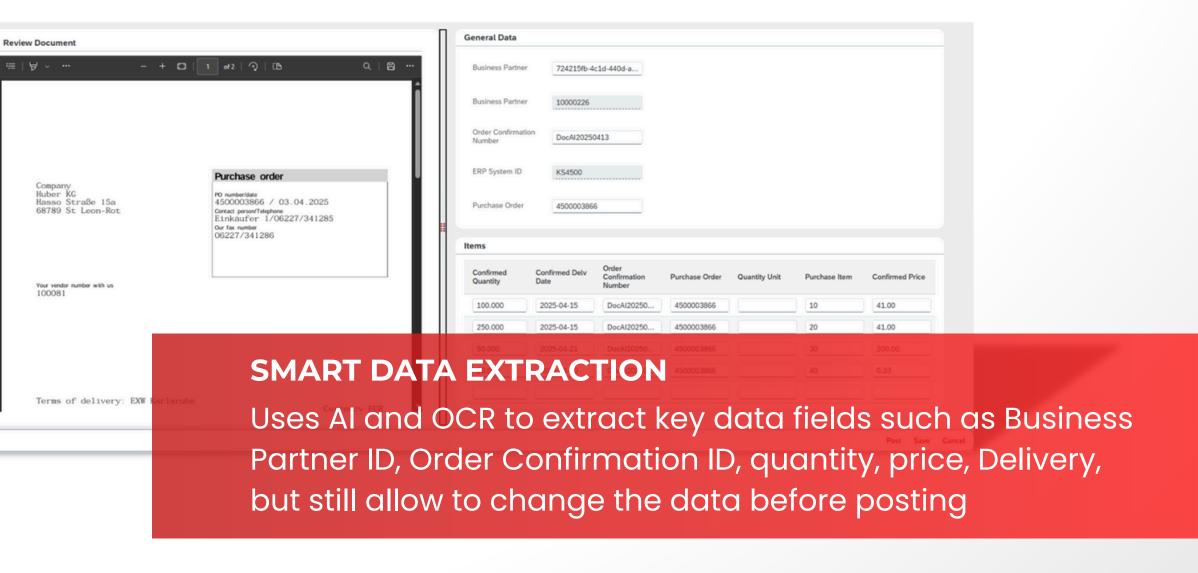
#### SOLUTION

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



#### 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.
- Smart data enrichment: Automatically fills missing or inconsistent fields to ensure data completeness before posting.
- Seamless SAP integration: Built for SAP, CLAIR-Document syncs validated data via API with STABILO's backend in real time.
- Transparent tracking & auditability: All validations and transactions are logged, giving full audit trails and visibility for IT and quality teams.
- 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 **STABILO** and **Brose**.

#### LIEFERKETTE IM GRIFF?

Click here to register 06.11.2025 | 11:00 - 11:50 Uhr



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