



How PIE Technology Platform™ Helped Schaeffler Automate & Accelerate Product Data Exchange with Authorized Distributors

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INTRODUCTION

Product data management is a critical aspect of any manufacturing or sales organization. It's crucial to have accurate and up-to-date product information, but it's not always easy to ensure distributors are on the same page. That's where the PIE Technology Platform™ (PIE) comes in. This data exchange platform is a game changer for companies like Schaeffler.

With PIE Technology Platform, Schaeffler was able to streamline their product data distribution processes with their authorized distributors who are also registered to use PIE, ensuring that their distributors always had the most current information at their fingertips. This helped Schaeffler build stronger relationships with distributors, and ultimately sell more products.



THE OPPORTUNITY

Schaeffler is a global industrial and automotive supplier with a diverse range of products and solutions. As a company with multiple distribution partners and millions of product SKUs, they were seeking a tech-solution to manage and exchange product data with their distributors in a timely and efficient manner. With multiple data formats, inconsistent data quality and difficulty in managing changes, Schaeffler needed a solution that could simplify and streamline their product data exchange processes.



THE SOLUTION

Enter PIE Technology Platform, designed to address the challenges of managing and exchanging product data. PIE provided Schaeffler with a centralized platform where they could manage all their product data and easily share it with their bearing and power transmission distributors. Utilizing the industry standard for bearing and power transmission products, the PIE Template, ensured the exchange of consistent data quality and real-time updates, simplifying managing changes and updates.



*We want to enable our Distributors to **Sell Better, Sell More***

PIE Technology Platform's features allowed Schaeffler to improve the efficiency of product data exchange with authorized distributors, saving time and offering a universal format with standardized structure for rich product content. It simplified editing and updating product data, via one single location instead of correcting in multiple files and then different formats. Using PIE we can enable our distributors to access the right set of product data to help them sell better and sell more across channels.

David Zoesch
Director – National Accounts, Schaeffler





Schaeffler streamlines and accelerates Product Data Exchange with PIE

PIE has been a game-changer for Schaeffler thanks to pivotal features, including:

● **Centralized Data Management**

PIE offers Schaeffler a centralized location to manage all product data. This has streamlined the data exchange with authorized distributors, eliminating the need for multiple data sources and simplifying the entire process.

● **Customizable Data Exchange**

Schaeffler can now easily customize their data exchange process with bearing and power transmission distributors using PIE Technology Platform. The platform offers a range of options for data transmission, including automated data feeds and manual data entry, making it easier for Schaeffler to exchange data in a way that suits their business needs.

● **Real-Time Data Validation**

With PIE, Schaeffler can validate their product data in real-time. This ensures all data exchanged with authorized distributors is accurate and up-to-date, reducing the risk of errors and confirming a smooth data exchange process.

Streamlined Data Exchange Process

PIE offers a streamlined data exchange process that enabled Schaeffler to communicate with BSA distributors easily. By utilizing this platform, Schaeffler could save time, reduce errors & enhance productivity. The platform helped Schaeffler to store product data in a structured format, the PIE Template, that was easily accessible to authorized registered distributors.

Easy-to-Use User Interface

PIE offers a user-friendly interface and easy navigation. Schaeffler found it simple to use, even for employees who were not tech-savvy. The platform's intuitive design allowed Schaeffler to reduce training time and get up to speed quickly.

Real-time Data Management and Analytics

PIE provides real-time data management and analytics, which helped Schaeffler monitor the exchange of product data with BSA distributors. The platform offered Schaeffler insights into product data exchange activities, including tracking data updates, identifying data errors, and providing analytics to improve data quality.



THE RESULTS

PIE Technology Platform has simplified product data exchange for Schaeffler by improving accuracy and efficiency. Schaeffler has streamlined data exchange process with authorized distributors, improving overall business operations by reducing the time and effort required to manage and distribute product data. The platform enabled Schaeffler to share up-to-date product data with their PIE authorized distributors in real-time, resulting in improved distributor satisfaction and better sales performance.

Overall, PIE simplified Schaeffler's product data management and distribution processes, enabling them to focus on their core business activities and grow sales.

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www.pietechnologyplatform.org



CONTACT US



Jerilyn Church

✉ jeric@cmservices.com
☎ 630-858-3838



Anna Meyer

✉ ameyer@ptda.org
☎ 312-239-6473



Ken Singer

✉ ksinger@bluemeteor.com
☎ 904-994-4260