



WÜRTH BUSINESS SERVICES

NEWSLETTER

ISSUE 03 / 2026



FOREWORD

Dear Colleagues,

March often feels like the month where the year truly finds its pace. Priorities sharpen, plans turn into execution, and operational demands rarely slow down. At Würth Business Services, our focus remains simple: to help you stay ahead by taking ownership of the operational work that consumes time and capacity.

In this edition, we highlight how our teams support critical day-to-day processes across Purchasing, Product Article Master, and Quality and Designing. From maintaining accurate supplier and pricing data, to identifying the right articles and keeping documentation current, to ensuring compliance checks and timely follow-ups for certificates, our goal is to reduce friction and help your teams make confident, faster decisions.

We also share an “extra mile” story that reflects what strong execution looks like in practice. When a partner needed support on unfamiliar tools and new transactions, our Purchasing team adapted quickly, cleared backlogs, and delivered a service degree of ninety-nine percent. That performance earned greater trust and an expanded scope of work.

Finally, we are excited to introduce something new. The launch of our podcast series, Straight Talk, where our experts share practical insights and real experiences from the work that keeps operations moving.

Thank you for your continued collaboration and trust. We look forward to supporting you with the same reliability, quality, and customer-first mindset throughout the months ahead.

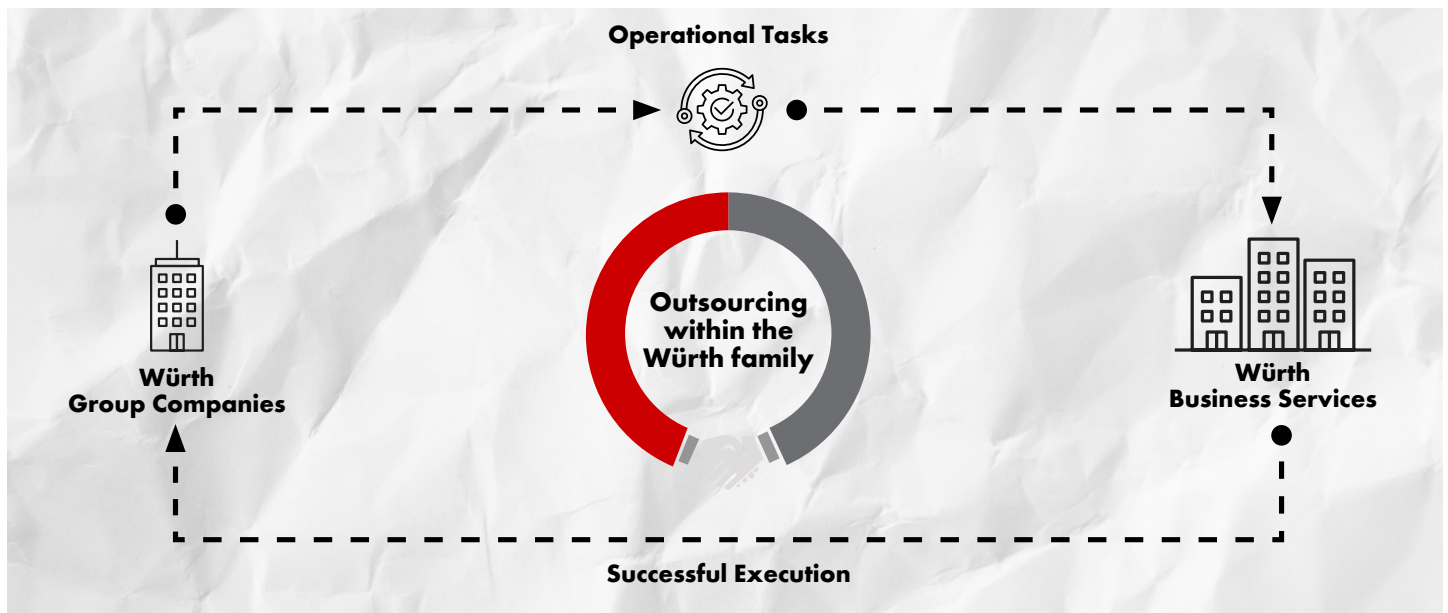
**Warm Regards,
Your WBS Team**

ABOUT WÜRTH BUSINESS SERVICES

WBS IS THE DOOR TO OPEN

Würth Business Services (WBS) is a shared service provider within the Würth Group. We execute operational tasks for different departments such as Purchasing, Logistics, Sales Operations, Product Article Master, Finance, and others. Operating from India, WBS becomes an extension of your teams and save time & costs.

CONCEPT OF OUTSOURCING



OUR VALUES



Mutual Trust

Open communication and transparency.



Accountability

Ownership of our support and execution.



Reliability

Streamlined and consistent support to rely on.



Quality

Strict adherence to high-quality standards.

CONNECT WITH US

Get our comprehensive support now and optimize your business operations. Kindly get in touch with us:

Akshay Mastakar (Sales Manager)

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PURCHASING

VENDOR CREATION



CHALLENGE

Creating vendors in the Enterprise Resource Planning (ERP) system by storing their details and generating a vendor ID is a time-consuming task. Also, maintaining data accuracy and compliance with internal and statutory requirements can be a tedious and resource-intensive task.



WBS SOLUTION

The Purchasing Team at Würth Business Services creates a new supplier record in the ERP system by ensuring data accuracy and compliance. The vendor details, such as contact information, banking details, lead time, and others, are received through a defined channel. We review the received data for accuracy, completeness, and compliance with internal and statutory requirements. Upon successful review, we enter those vendor details in the ERP system and generate a unique vendor ID. This way, **you can access the accurate vendor information on a single platform while saving time on entering and validating vendor data.**

PRICING CONDITIONS ANALYSIS



CHALLENGE

Knowing the difference in price conditions can help save a considerable amount of money. While your buyers are busy with everyday operations, tracking changes in pricing conditions can consume their time.



WBS SOLUTION

The Purchasing Team at Würth Business Services compares the old prices of articles with the new prices and notes down the variations in terms of weighted average. We receive an email from the supplier regarding the price update. Then we compare the prices and calculate the total increase, if any. If there is a difference, we inform your buyers about the updated price and the difference. This helps you make informed decisions on article purchases. Also, **you can save costs through negotiation strategies with detailed pricing information.**



Leverage our expertise and experience in executing different Purchasing-related processes and focus on core operations. Kindly get in touch with our representative.

Bhavna Alimchandani

Senior Manager - Purchasing

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PRODUCT ARTICLE MASTER

DECODING (ARTICLE IDENTIFICATION)



CHALLENGE

Finding the equivalent Würth article in the Enterprise Resource Planning (ERP) system is essential to provide the correct articles based on the customer needs. However, the inaccuracy can lead them to wrong article selection and placement of wrong orders. Also, the article identification is a time-consuming task.



WBS SOLUTION

Based on article descriptions, specifications, or attributes provided by you in the Request for Quotation (RFQ), the Product Article Master Team at Würth Business Services finds the equivalent Würth article in the ERP system. Once we receive the RFQ from you, we search for the Würth article matching the details. Once the article is found in the ERP system, we update the RFQ document. If the exact article match is not found, we suggest an alternative Würth article. We send the sheet containing Würth article numbers to provide a holistic view of articles. **Our assistance helps your customers in placing orders with the correct article numbers. Also, we save your time in maintaining the details in the ERP system.**

DOCUMENT MANAGEMENT



CHALLENGE

Uploading the supporting documents for articles consumes time that can be utilized for other core operations. Also, revising the old documents with new ones in the Enterprise Resource Planning (ERP) can take up more time.



WBS SOLUTION

The Product Article Master Team at Würth Business Services uploads the supporting documents related to articles, such as drawings, specification sheets, technical data sheets, and others, in the ERP system. We review the document versions, replace the old documents with new documents, and update the documents regularly. If there are any discrepancies in the documents, we assist in solving them and upload the correct documents. Our assistance helps you ensure accurate article identification with the technical drawings and specifications. Moreover, **you can save time in reviewing and uploading the documents and access the correct documents whenever required.**



Leverage our experience and support in different processes related to the Product Article Master Department and maintain article data efficiently. Kindly get in touch with our representative.

Prajakta Patil

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QUALITY AND DESIGNING

IMDS COMPATIBILITY



CHALLENGE

Knowing if the parts are recyclable or not can save costs. Checking the recyclability based on the standards can be a cumbersome task and take a significant amount of time. The inaccuracy in identification poses many risks in the future during its use.

WBS SOLUTION



The Quality and Designing Team at Würth Business Services checks and verifies the recyclability of any automobile component as per the International Material Data System (IMDS), which is an archive, exchange, and management system for vehicle construction. We handle two types of cases. In the first case, we receive data about the used parts from suppliers, prepare the Initial Sample Inspection Report (ISIR), and either accept or reject the part based on the IMDS standards. We record all the information about the recycling of parts in the Enterprise Resource Planning (ERP) system. In the second case, we receive a request for recycled parts from your Sales Department, search if the requested part already exists in our database, and inform you about the availability. **Our assistance helps you determine the recyclability of parts and utilize them for further purposes. Also, you can save time in inspections and storing information in the ERP system.**

EXPEDITING OF 3.1 CERTIFICATES



CHALLENGE

If 3.1 certificates are not received within the timeline, it may cause delays in production, pose quality & compliance risks, and lead to customer delivery delays. Also, it may add to financial losses with additional quality checks and third-party verification.

WBS SOLUTION



We take follow-ups for missing 3.1 certificates from suppliers if they are not received within the pre-defined timeline. We adopt a professional approach to take the follow-ups, and if there is no response from suppliers, we notify you about it. **Our assistance helps you in obtaining the certificates in time and further processing. Also, we help you in maintaining production schedules and ensuring on-time delivery.**



For availing support for different Quality and Designing-related processes, kindly get in touch with our representative.

Abhay Jadhav

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EXTRA MILE: SERVICE DEGREE OF 99% ACHIEVED BY THE PURCHASING TEAM



Rising to the occasion is what separates great service providers from the good ones. This is why we, at WBS, give our team members opportunities to rise to the occasion with determination and a solution-oriented mindset. Even when it involved learning new tools rapidly and beginning execution on them, our team members did not fall short. They proved their mettle with fast learning and successful execution.

One of our partners approached our Purchasing team for assistance with a single process. It involved managing a single process for a region. Furthermore, the process needed a mastery of unfamiliar tools such as BlueYonder ERP and new SAP transactions. Our team members learned the tools with remarkable speed and began the integration into daily operations.

The WBS Purchasing Team achieved a service degree of 99% and also cleared the backlog cases.

We were able to gain the trust of our partner through consistent high performance and proactive problem-solving. The partner expanded the scope of the task by adding 3 more regions. Furthermore, the partner added another task, processing overdue orders, to our portfolio. We successfully managed multiple tasks simultaneously, earning trust for reliability and effective communication.

Our assistance made a major impact on the operational efficiency. The production line stoppages have reduced with queries being solved promptly. Ajinkya More, Purchasing Executive, played a crucial role in serving the partner. WBS recognized him with the "Employee of the Month - November 2025" award. We continue to serve the partners with commitment to excellence and professionalism.



Leverage our expertise and experience in executing different Purchasing-related processes and focus on core operations. Kindly get in touch with our representative.

Bhavna Alimchandani

Senior Manager - Purchasing

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LIGHTS, CAMERA, WBS! – OUR PODCAST SERIES, STRAIGHT TALK, IS HERE

Thank you so much for an amazing response to our official YouTube channel as always!

We are delighted to announce the launch of our podcast series, **Straight Talk**. Our experts from different departments share valuable insights on changing industry dynamics, challenges, opportunities, and much more about the field.

Each episode will dive into meaningful topics from each department, ranging from artificial intelligence (AI) impact to real-world experiences. Whether you are looking forward to learning, getting inspired, or simply enjoying thoughtful discussions, this series has something for you.

The first episode features our expert, Akshay Raikwar from the Logistics team, in conversation with our host and Sales Manager, Akshay Mastakar. Together, they explore the real world of logistics operations, the things you do not see on the surface but that keep the entire system moving.

To watch the full video, click on the thumbnail or scan the QR code below.



**SCAN TO WATCH
FULL VIDEO**



Stay tuned for regular updates and enriching content.

Please remember to subscribe to our channel to stay informed about our latest videos and initiatives.



To know more about our service portfolio and avail our comprehensive support to optimize your business operations, kindly get in touch with us:

Akshay Mastakar

Sales Manager

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NUMERIC WBS

€296,690

**COST SAVINGS ACHIEVED IN TOTAL BY
WBS PURCHASING TEAM
IN A YEAR.**

DEMONSTRATING



**STRUCTURED COST
NEGOTIATION
STRATEGIES**



**CUSTOMER-FIRST
AND VALUE-ADDITION
APPROACH**

**WANT TO SAVE COSTS AND OPTIMIZE SPENDS
WITH ASSISTANCE TO YOUR PURCHASING TEAMS?**

**GET IN
TOUCH**



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RECOMMEND WBS



ANDERS ADLER

Purchase Manager

Würth Industri Sverige AB

“ In general, we are very pleased with the cooperation and we have a good logistic process. It saves us time in booking and arranging shipments to work with other topics instead. The process works and we are pleased. Please keep it up and we have a smooth process. Thank you! ”

Like Anders, if we have helped you maintain smooth operations, help us do the same for someone you know.

Think about your colleagues in other departments, friends, or fellow professionals from Würth Group companies. Imagine their sighs of relief when you recommend us, and we assist them in scaling efficiently.

So share the word forward. Recommend WBS!

Or you can also share the contact details of colleagues requiring our support with us. We will swoop in to understand their requirements and provide necessary support.



Kindly share the details of your colleagues who need our support with our representative.

Akshay Mastakar

Sales Manager

Würth Business Services

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WBS SUPPORTFOLIO

OUR INDIVIDUALIZED SERVICE PORTFOLIO AT A GLANCE



PURCHASING

Ranging from material requirement planning to pricing & sourcing, our Purchasing Team executes many operational tasks to help you ensure a smooth procurement process while saving costs.



LOGISTICS

Catering to various logistical operational needs and ensuring smooth operations, our Logistics Team executes different operational tasks ranging from transport damage management & documentation to determining country of origin and shipment tracking.



FINANCE

With an extensive service portfolio under the Accounts Payable and Accounts Receivable departments, our competent and well-trained Finance Team helps accelerate accounting processes and enable efficient financial management for your business.



SALES OPERATIONS

Aiming to help your sales teams reach their highest potential and accelerate operations, our Sales Operations Team handles operational tasks ranging from booking sales orders and creating daily reports to processing backorders and S&O customer management.



PRODUCT ARTICLE MASTER

With a comprehensive service portfolio, our Product Article Master Team aims to manage article data, maintain product hierarchies and ensure smooth data management while you focus on core operations.



QUALITY & DESIGNING

To ensure the highest quality standards and compliance with regulations, our Quality & Designing Team supports in maintaining error-free documentation, certifications and drawing specifications along with solving quality issues.



BUSINESS SUPPORT

Ranging from market research & support for human resource operations to SEO & translation services, our Business Support Team helps handle different operational tasks, connect with your target audience and provide leads to optimize the possibility of sales conversion.



MARKETING

Ranging from social media & email marketing to campaign management, we provide marketing services based on your requirements. We focus on engaging your audience, building a strong online presence, and expanding your brand outreach.



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our website



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For any queries, reach us at:

 contact-wbs@wurthindustry.in

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