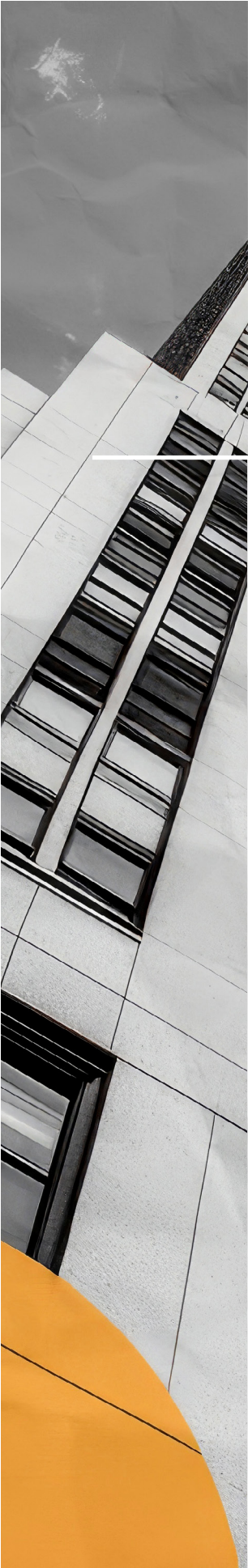




WÜRTH BUSINESS SERVICES

NEWSLETTER

ISSUE 05/2026



FOREWORD

Dear Colleagues,

As we move further into the year, this month is often a time when operational rhythms truly settle in and teams focus on maintaining consistency while managing increasing demands. At Würth Business Services, our role remains centered on enabling this consistency through structured, dependable support across departments.

In this edition, we highlight how our teams continue to add value across Product Article Master, Purchasing, and Quality and Designing. From maintaining accurate product hierarchies and resolving data errors, to coordinating supplier inquiries and enabling efficient cost calculations, our work is designed to simplify complex processes and support informed decision-making.

We also share an “extra mile” story from our Product Article Master team, where speed, coordination, and attention to detail enabled the successful completion of a decoding project within a tight timeline. Such examples reflect our ongoing commitment to reliability, especially when timelines are critical and precision is essential.

Alongside operational highlights, this issue also introduces new developments within WBS, including the latest episode in our podcast series Straight Talk and the addition of new talent to our growing team.

Thank you for your continued trust and collaboration. We look forward to supporting you with the same focus on quality, consistency, and partnership in the months ahead.

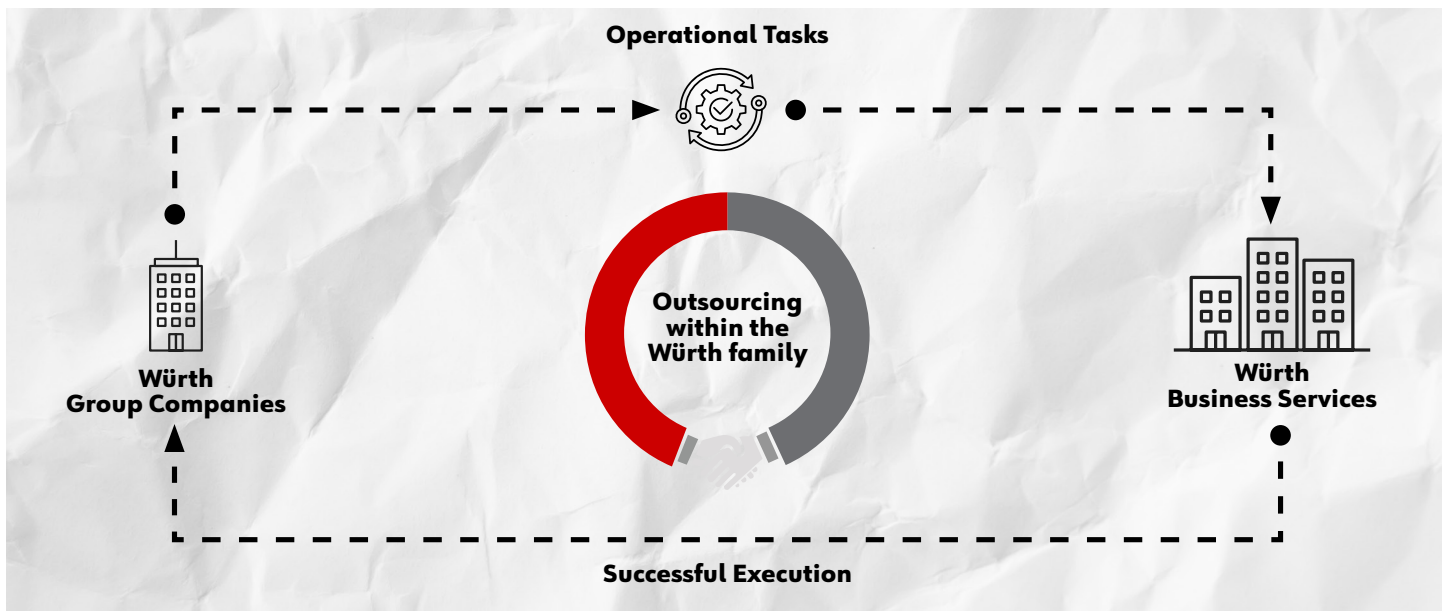
Warm Regards,
Your WBS Team

ABOUT WÜRTH BUSINESS SERVICES

WBS IS THE DOOR TO OPEN

Würth Business Services (WBS) is a shared service provider for companies within the Würth Group. Operating from India with over 350 dedicated professionals and a commitment to excellence, WBS is your trusted partner for seamless and efficient support for different departments. We become an extension of your teams to save your time and 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)

✉ akshay.mastakar@wurthindustry.in

PRODUCT ARTICLE MASTER

PRODUCT HIERARCHY



CHALLENGE

Assigning articles to the correct hierarchical levels is essential for enabling customers to determine the product family and make informed purchasing decisions. Moreover, if there are articles with dummy names, they need to be assigned to the parent group. This is a time-consuming task and needs a high level of accuracy.



WBS SOLUTION

The Product Article Master Team at Würth Business Services maintains the hierarchical levels by assigning the articles to the correct Würth Group product hierarchy. Furthermore, the team identifies articles in the Enterprise Resource Planning (ERP) system with a dummy name and exports the list in an Excel file. Then we check the article description, specifications, and norms of each article to identify the parent category. If the parent category cannot be identified, we review the drawing of the article from the ERP system or the supplier's website. This way, we identify the parent category of the article and assign it to the correct hierarchical level. **Our assistance helps you save time in maintaining the hierarchy and facilitate ordering for your customers.**

BATCH MANAGEMENT PLANT



CHALLENGE

Verifying email details and eliminating errors that occurred during order booking are time-consuming tasks. Moreover, maintaining standardized workflow to keep data error free and updated is important for achieving optimum operational efficiency.



WBS SOLUTION

The Product Article Master Team at Würth Business Services verifies the email details and resolves the errors occurred during booking the order. Once we receive an email regarding requirements from you, we enter the article number and the management plant details in the Enterprise Resource Planning (ERP) system. We then determine the batch based on the article number and plant details. After finding out the errors and resolving them, we carry out the review process to check and confirm that all errors are fixed. This way, **you can ensure accuracy in orders and data in the ERP system, save time in ensuring data accuracy, and control inventory in a better manner.**



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

Associate Manager – Product Article Master, Sales Support - Germany
Würth Business Services | prajakta.patil@wurthindustry.in

PURCHASING

SENDING INQUIRIES TO SUPPLIERS



CHALLENGE

The coordination with approved suppliers during sending offers and receiving the best prices takes enormous time. Moreover, strengthening supplier relationships is essential to ensure reliable supply and overall business growth.



WBS SOLUTION

The Purchasing Team at Würth Business Services receives the Request For Quotations (RFQs) from you. We then carry out the technical checks in those RFQs. Following the detailed review, our team identifies the approved and relevant suppliers. We send RFQs to them through email to determine the availability, price, and lead time for procurement. **Our assistance saves your time in sending offers to suppliers and availing required articles at the best price and the shortest lead time.**

SUBCONTRACTING COST CALCULATION



CHALLENGE

Choosing the appropriate supplier for coating articles can help you save costs. Moreover, calculating the coating costs and storing data are time-consuming tasks.



WBS SOLUTION

The Purchasing Team at Würth Business Services calculates the total price for coating the surfaces of articles. We receive the request from you in the Enterprise Resource Planning (ERP) system for determining the prices for coating. We then take different parameters into consideration, avail quotations from different suppliers, and calculate the overall cost required. After that, we calculate the total cost of the article by adding the coating cost to the moving average price of the article. We save the price conditions of different suppliers in the ERP system and select the winner by comparing different price quotations. This way, you can **save time in coordinating with suppliers to obtain quotations for coating articles and calculating the cost of coating. Furthermore, you can access the data under a single platform.**



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

Würth Business Services | bhavna.alimchandani@wurthindustry.in

QUALITY AND DESIGNING

INSPECTION PLAN CREATION



CHALLENGE

Reviewing the parts and determining the checkpoints are time-consuming tasks that hinder the speed of the inspection process. Furthermore, creating customized and precise inspection plans is a meticulous process.



WBS SOLUTION

The Quality and Designing Team at Würth Business Services develops comprehensive inspection plans tailored to the specific requirements of each part. We receive the list of part numbers and documents related to the parts from you. We review the documents based on the item ID and description. We then create inspection plans based on drawings and applicable standards. Moreover, if we receive existing inspection plans, we review them and add missing checkpoints. **You can save time to create customized, precise, and reliable inspection plans and accelerate the inspection process.**

VERIFICATION OF 3.1 CERTIFICATES



CHALLENGE

It is essential to ensure authenticity and proper formatting of the 3.1 Certificate issued by the manufacturer with reference to various standards and specification requirements. This may be a cumbersome task, and the expert guidance is needed.



WBS SOLUTION

The Quality and Designing Team at Würth Business Services checks the information, such as product description, manufacturer name, the person who authorized the certificate, and other details. We also validate heat numbers, batch numbers, and other identifying marks of the product. In the last step, we compare the test results on the certificate with the standards or specifications required for the product's intended use. If verification is successful, we link the certificate to the Purchase Order (PO) in the Enterprise Resource Planning (ERP) system. If it is not successful, we request the corrected certificate from the supplier. **Our assistance saves your time in the verification of certificates and coordinating with suppliers in case of errors. Moreover, our quality experts ensure that standards and compliance requirements are met.**



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

Abhay Jadhav

Associate Manager – Quality and Designing
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EXTRA MILE: RELIABILITY UNDER PRESSURE BY WBS PAM TEAM TO DELIVER DECODING PROJECT



At Würth Business Services (WBS), we believe in creating an impact through reliable support. The impact when urgent needs meet quick response. The impact that strengthens companies within the Würth Group. Our colleagues from one of the Würth Group companies in Europe approached us with urgent support for the decoding project. The major task was to deliver accurate and structured item information within a tight timeframe of 5 working days while maintaining quality.

The Product Article Master (PAM) team at WBS took the challenge to complete the task within the timeframe. Through disciplined coordination, clear task allocation, and consistent tracking, the team began execution of line items one by one. The team also ensured that progress remained stable throughout the sprint and quality checks were completed on time.

The WBS PAM team decoded 735 line items and conducted quality checks, completing the project within 5 working days.

The colleagues from Europe expressed high satisfaction with the quality and reliability of the service delivered. Following the successful execution, we conducted the quarterly call to explore how we can expand collaboration further. Our commitment to go the extra mile, exceed expectations, and create an impact remains unwavering. This story reinforces that companies across the Würth Group can rely on WBS, especially when timelines are tight and quality matters the most.



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

Associate Manager – Product Article Master, Sales Support - Germany
Würth Business Services | prajakta.patil@wurthindustry.in

NUMERIC WBS

NEARLY 30,000

**CASES HANDLED FOR PRODUCT HIERARCHY BY
WBS PRODUCT ARTICLE MASTER TEAM
IN A YEAR.**

DEMONSTRATING



**RAPID TURNAROUND
TIME AND ACCURACY**



**COMMITMENT TOWARD
CUSTOMERS' NEEDS**

**WANT TO SAVE TIME IN ARRANGING ARTICLES
AS PER WÜRTH GROUP'S PRODUCT HIERARCHY?**

**GET IN
TOUCH**

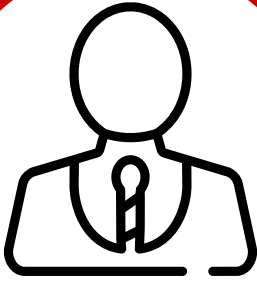


Akshay Mastakar

Sales Manager

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RECOMMEND WBS



AZZAM AWAD

Sales Operation Manager
Würth Industri Sverige AB

“We are very satisfied with the decoding service from WBS. We work frequently with Nikhil and his team, and thanks to their speed, quality, and clear status updates, we have been able to participate in several tenders that would otherwise have been difficult to manage within the timeframe. We have also recommended Nikhil and his team to our Danish colleagues, and we have collaborated together on projects in Germany, including an IKAM tender, where Agata was also very satisfied with the results. Looking forward to continued collaboration.”

Like Azzam, if we have helped you maintain a smooth operation, 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

| akshay.mastakar@wurthindustry.in

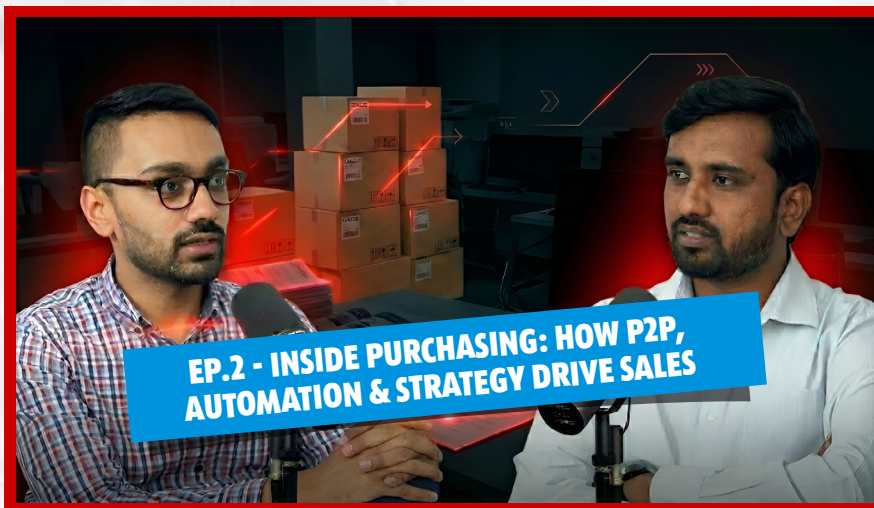
LIGHTS, CAMERA, WBS! – NEXT EPISODE OF OUR PODCAST SERIES IS HERE

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. Following the first episode related to Logistics, we bring you knowledge and insights from Purchasing. We have Chandrakant Patil, our Manager of WBS Purchasing team, in conversation with Akshay Mastakar, our host and Sales Manager. In this episode, we share valuable insights on changing industry dynamics, challenges, opportunities, and much more about the field of Purchasing.

From the impact on the Procure-to-Pay (P2P) cycle to the growing influence on business strategy and sales, we explore how modern purchasing is becoming a key part of business growth. We also touch on the shift toward automation, the importance of structured processes, and what the future of purchasing looks like.

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



**SCAN TO WATCH
FULL VIDEO**



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

Würth Business Services

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INTO OUR GROWING FAMILY

WELCOME TO WBS

**ANNA
STIMPFIG**

Associate Sales Manager



We are delighted to welcome Anna Stimpfig to the WBS family.

Anna joins us as an Associate Sales Manager in the Sales Management team, with a key focus on European regions. She brings strong expertise in the Inside Sales domain, having built a solid foundation through her experience with Würth Industrie Service GmbH & Co. KG and Thomas Warburton – Australia.

Throughout her journey, she has demonstrated a consistent ability to manage customer relationships, streamline sales processes, and contribute to operational excellence within a dynamic, global environment. Her exposure to international markets and cross-functional teams, combined with her proactive approach and industry knowledge, positions her strongly to support our continued growth.

We are confident that her contributions will positively impact both our team and our partners. We look forward to seeing her serve the partners in our best possible manner.

For any Europe-related inquiries or collaboration opportunities, feel free to connect with Anna.

Anna Stimpfig

Associate Sales Manager

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**Add Anna to
your LinkedIn
connections:**



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 AND DESIGNING

To ensure the highest quality standards and compliance with regulations, our Quality and 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.



SUPPORT NINJA TALES



Scan to visit
our website



Click to visit our website



For any queries, reach us at:

 contact-wbs@wurthindustry.in

Follow us on social media:

