



Heinrich Eibach GmbH, Finnentrop in Sauerland
Always on the fast track –
with it.automotive supplier!

»it.automotive supplier is exactly aligned with our processes in metal processing and the automobile component supplier industry. This industry solution from itelligence AG maps all the business scenarios in an exemplary manner and provides us with long-term investment protection. We can easily achieve our goal of optimising processes, thanks to this SAP midmarket solution and itelligence's consultants with their industry experience.«

Jürgen Schulte, technical manager at Heinrich Eibach GmbH

itelligence

Innovative ideas need systematic support

Taking the development power onto the road, with the right it-grip!

For a long time, Heinrich Eibach GmbH used the business software IKIAS from DTM – well-supported by a midmarket ERP provider. But when it went bankrupt, Eibach also felt thwarted: The company is actively looking for a new, reliable, long-term IT partner to implement a highly integrated ERP solution at the company. This new solution has to fulfil clear requirements: It should provide useful support for all business processes, from production planning through to financial accounting and controlling – including production planning and control, warehouse management, quality management, plant maintenance and tool making, logistics, goods procurement and sales. In addition, the managers

require a flexible, midmarket solution oriented precisely to the requirements of the industry: In the automotive area, it has to strengthen the supplier structure and in the metal processing area, it must be able to map the smallest series. The final selection of ERPs included itelligence, Infor, Pro Alpha and Navision.

By opting for itelligence AG and SAP, Eibach has set all its lights to green again. After all, itelligence is not just the market leader in the SAP medium-sized business area – it also provides the SAP industry solution it.automotive supplier, which has been tried and tested in numerous reference projects and offers investment protection.

Heinrich Eibach GmbH, Finnentrop im Sauerland

Eibach has been accompanying Formula 1, the Rally World Championship and various formula and touring car classes for decades in motor sports technology: As a metal processor and manufacturer of suspension and chassis systems, the company, which is headquartered in Finnentrop, Sauerland, equips more than half of the top ten teams with high-performance components. In the industrial sector, Eibach also serves a host of customers with the highest demands – including all the leading producers of large diesel engines, chemical companies, playground equipment producers and the ski lift industry.

Heinrich Eibach GmbH, with its 400 employees worldwide, generated sales of around 50 million euros in 2005. The company is represented worldwide, with two plants in Germany, one plant in the United States and branches in England, Japan, Australia and South Africa. It serves customers in more than 70 countries.

Go-live after just nine months

April 2005 saw the kick-off of an outstanding, goal-oriented collaboration: In just nine months, the itelligence team implemented the SAP industry solution it.automotive supplier, based on mySAP All-in-One, for 100 SAP users at Eibach's two German plants. The release version is mySAP ERP 2004. Along with the logistics modules of Sales and Distribution (SD), Materials Management and Purchasing (MM), Warehouse Management with radio scanner integration in the picking area (WM) and Production Planning and Control (PP) with a complex variant configuration, itelligence also implemented the commercial modules of Financial Accounting, Asset Management (FI, AM), Controlling (CO) and Human Resources with Payroll/Time Management (HR).

But in addition to these standard functionalities, Eibach can also enjoy a range of industry-specific extras: The business data entry from Essen's GFOS is fully connected to the solution, as is Seeburger's EDI converter. This simplifies outline agreement processing, processing of all forecast and JIT delivery schedules, delivery notes and





invoices with the various automotive customers, such as Fiat, Volvo and Ford. The optical archiving system Easy Archiv was also integrated. intelligence also fully aligned picking and packing management with the processes at Eibach GmbH: The SAP system controls the complete packing process automatically using customer-specific or standardised packing regulations.

Container management was realised with customer containers that were provided. intelligence also implemented VLOG software, which makes it easier to process tracking and create correct day-end closing with the package service providers. In addition, VLOG can also be used to print out suitable package labels at any time. To make handling easier in the shipping area, touch-screen monitors were connected to the packing stations. Warehouse management and control using radio scanners is also forward-looking for a midmarket company in the automotive field.



With Eibach springs on the road to success. The will to win.



Name:
Heinrich Eibach GmbH

Industry:
Automobile component
supplier industry

Company size:
400 employees

Sales:
EUR 50 million in 2005

Head office:
Finnentrop, Sauerland,
Germany

Branches:
USA, England, Japan,
Australia and South Africa

Additional projects for the future

With it.automotive supplier, Eibach is equipped for the future: The system can be adapted to all company-specific features – and can be enhanced: Directly after the go-live, a second project phase is planned with the integration of plant maintenance and optimisation of the quality management area. SAP AG's mySAP SCM APO Advanced Planner and Optimizer is also scheduled to be integrated as a graphical detailed planning board – which is used for the detailed planning, simulating and optimising of current production orders. The results optimised by mySAP APO flow directly into current production. The future also includes plans to roll out the successful SAP solution to the global plants: Integration of the Eibach branches in California, England, Japan, Australia and South Africa is top of the company's wish list – so Heinrich Eibach GmbH and itelligence can step on the gas even more – and remain at the forefront of the market.

Facts & Figures

Solution: it.automotive supplier as an SAP industry solution with the following modules:

- Sales and Distribution (SD)
- Materials Management and Purchasing (MM)
- Quality Management (QM)
- Plant Maintenance and Tool Making (PM)
- Warehouse Management with radio scanner connection (WM)
- Production Planning and Control (PP) with variant configuration
- Financial Accounting and Asset Management (FI, AM)
- Controlling (CO)
- Human Resources with Payroll/Time Management (HR)
- Seeburger solution as an EDI converter (EDI)

No. of users: 100 users of mySAP ERP based on MySQL MAX DB and Linux

Project length: Nine months

Benefits:

- Highly integrated ERP solution that maps and controls all business areas efficiently
- itelligence AG's full industry orientation in the business areas of automotive and metal processing
- Investment protection owing to tested, scalable SAP software that is widespread and a market leader in the midmarket
- Adaptability of the system to company-specific features
- Long-term securing of further development of the mySAP ERP system for the next 10 to 15 years
- Permanent availability of all relevant information in one ERP system

