

itelligence AG underlines consultancy skills in the commercial vehicle industry

SAP consultants itelligence AG: Successful complete SAP introduction at the Krone Group

Bielefeld, January 3, 2006 – Starting shot for mySAP ERP at Bernard Krone Holding GmbH & Co. KG for around 300 users. With the introduction of the logistics function in the agricultural machinery factory of Bernard Krone GmbH, Spelle, which was implemented in just 15 months by the SAP consultancy company itelligence, the Krone Group has concluded the first major phase of the company-wide ERP conversion to mySAP.

With sales of more than EUR 735 million in 2004, the Krone Group is currently the second-largest manufacturer of lorry trailers and semi-trailers in Europe. Krone generated a third of its sales in the area of agricultural technology using innovative products centering on the area of basic feed crop technology. The Krone Group currently employs around 1800 staff in Europe. The holding company Bernard Krone Holding GmbH & Co. KG operates through the factory of Bernard Krone GmbH and the agricultural sales and services of Bernard Krone GmbH in Spelle and the Bernard Krone GmbH vehicle factory in Werlte.

Dr. Goy Hinrich Korn, Organization/EDP manager of the Krone Group, describes the benefits of the complete migration to mySAP as follows: "Nearly all our processes are now integrated under one ERP system. Our design-driven processes have become significantly more flexible as a result of implementing SAP. It is now possible to guide design changes in the production program in a much more precise manner."

Krone is also benefiting from newly more accurate integrated material flow processes. Dr. Korn: "The expanded range of simulation possibilities mean that the effects of changes in the production plan are now directly visible at all levels."

The migration to mySAP began with the successful production start in accounting in November 2004, and was followed by the introduction of SAP to the entire logistics area by the itelligence consultants. In the period leading up to August 2005, the modules for sales, product development, production, manufacture and quality management, including the mySAP module for the after sales area in the agricultural machinery factory in Spelle were

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then introduced and the previous system, AS 400, was replaced by mySAP. Having successfully migrated the accounting system, itelligence also undertook the complete migration of the existing data. From 2006, the vehicle factory at Werlte will use mySAP.

The itelligence consultants significantly extended and adapted the SAP system at Krone. Multi-level planning based on the SAP standard now makes it possible to implement simulative planning changes on a timely basis – from initial marketing-based sales planning, through outline planning procedures taking particular account of assembly capacities, to variant planning. The effects on production, sales and above all on purchasing can also be mapped, thus making it possible to make direct changes where these are required. This will allow Krone to react even more flexibly to market requirements in the future.

Dr. Goy Hinrich Korn: “The migration to SAP and the collaboration with itelligence AG has proved very successful. Thanks to the SAP standard we now have a system designed for the future needs that will keep pace with latest technological developments. And in itelligence AG we have a consultancy company that implements its industry knowledge in a very targeted manner. This project was the correct strategic decision and itelligence’s employees provided us with excellent support in this area.”

IT outsourcing successful

Since November 2004, itelligence AG has hosted the Krone Group’s mySAP modules in its computer center in Bautzen, where itelligence currently supports a three-tier mySAP ERP and a two-tier SAP Business Warehouse system landscape for Krone. Krone also utilizes itelligence’s central service offering by making use of the company’s fax and e-mail services. itelligence and Krone used the SAP Solution Manage to ensure a rapid and safe introduction of the systems. The decision to operate the project as "implementation hosting" in itelligence’s own computer center in Bautzen right from the introduction phase has proven correct. Dr. Korn: “Implementation hosting provides significant benefits. The mySAP ERP development system was available for our employees and the project team immediately following the contract conclusion. Thanks to itelligence’s expert computer center team, we were able to react flexibly at any time to short-term demands including, for example, providing copies for clients.”

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The smooth collaboration between the project team and the system administrators in Bautzen made it possible to align the processes in an optimal manner. “Consequently, we have been able to maintain very high levels of system stability”, explains Dr. Korn. In the next expansion phase, the system landscape will be significantly expanded and be supported by itelligence 24 hours a day, 7 days a week.

About itelligence AG:

itelligence AG is a leading international full-service provider for SAP employing some 1000 highly qualified employees in 15 countries and in 4 regions (America, Western Europe, Eastern Europe and Germany/Austria). As a mySAP Business, Service and Support Alliance as well as Global Partner Hosting and Global Services Partner, itelligence realizes complex projects in the SAP environment for over 1,200 customers worldwide. The company’s services range from SAP consulting and licensing to outsourcing and services to proprietary industry-specific SAP solutions. In 2004, itelligence AG generated total sales of EUR 131 million.

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