

heat 11 solar GmbH & Co. KG, Bielefeld, Germany

Full Steam Ahead with SAP Business ByDesign!

»We were looking for a flexible ERP solution for our rapidly growing business which would allow us to incorporate new processes quickly and easily into our company software solutions in the future. SAP Business ByDesign enables us to do exactly that. Right from the very start, we have been reaping the benefits of this proven high-quality SAP-based ERP solution.«

Stephan Kraus, Managing Director, heat 11 solar GmbH & Co. KG

The startup company 'heat 11 solar GmbH & Co. KG' from Bielefeld began trading at the beginning of 2011. Since then the company has been developing, designing and manufacturing turnkey systems and plants for efficient heat transfer and recovery. Its products are designed to optimize the operation of power plants run with renewable energy sources such as solar thermal power plants or biogas plants. Following the successful commissioning of the systems and plants, heat 11 solar also continues to provide maintenance services. The products and services offered by the company are exactly in line

with current market demand; environmentally-friendly systems and plants are highly sought-after and the newly formed company is expecting to expand rapidly.

The partner company of heat 11 solar GmbH & Co. KG is heat 11 GmbH & Co. KG, which produces heat transfer and thermal oil plants for the industrial sector. Both companies operate globally. When selecting a suitable IT solution, it was therefore essential to take this international orientation into consideration. It was clear that

heat 11 solar GmbH & Co. KG

'Heat transfer in perfection' - that is what the brand new startup company 'heat 11 solar GmbH & Co. KG' offers in collaboration with its partner company 'heat 11'. Founded in October 2010, both companies launched their full business operations in Bielefeld on 1 January 2011. The team of around 20 experienced experts specializes in the development, design and manufacture of environmentally-friendly systems and plants for industrial process heat generation and heat transfer. The range of services offered also includes expert consultancy as well as sales and servicing to ensure the sustainable operation of plants for national and international customers.



Name:

heat 11 solar
GmbH & Co. KG

Industry:

Engineering and plant
construction

Products:

Development, design and
manufacturing of systems
and plants for industrial
process heat generation

Size of company:

20 employees,
of which 15 are SAP users

Turnover:

Startup company

Headquarters:

Bielefeld

the best option would be an integrated ERP system that could cover the accounts of both companies and was also flexible enough to support their future expansion.

A Solution that Grows with Your Business: SAP Business ByDesign

With itelligence AG on their doorstep, heat 11 solar and heat 11 did not have to look far to find a complete IT service provider to meet their requirements. The itelligence consultants were able to immediately suggest an SAP solution that was exactly right for the companies' current size, but could be easily extended as required: SAP Business ByDesign, a 'software as a service' solution. This on-demand solution can be easily accessed using an internet browser. This means there is no expensive hardware to purchase and maintenance is carried out by experts at the data processing centre. The heat 11 companies can rest assured that the solution will always run smoothly and will always be up-to-date, since release changes and updates are included in the service. "For startup companies, it is extremely important to keep an eye on costs and liquidity," explains Managing Director, Stephan Kraus. "The on-demand solution is therefore advantageous for two reasons: the hosting means that internal capacity is not tied up and the on-demand rental solution maintains liquidity. SAP Business ByDesign will therefore prove extremely cost-effective both now and in the future."

Quick and Simple Implementation

In consultation with the itelligence team, Stephan Kraus and Torsten Schelp, the Managing Directors of heat 11 GmbH & Co. KG, decided to implement SAP modules for financial accounting, controlling, purchasing, project management, sales and distribution, and service. The accounts of both partner companies were incorporated into the solution.

"All process, project and order data are now integrated into a single solution and this data can be accessed via a secure central data storage facility,"

Torsten Schelp enthusiastically explains. "This has been an improvement for all areas: our field sales and service employees can access all the information they need at any time using a web browser or iPhone interface and the management team can use the simple analysis and reporting tools to help them decide on the future direction of the company. Real time analyses and standard reports ensure maximum transparency." However, the biggest gains are in project management, since all the relevant processes – from the project planning stage through to project management, invoicing and controlling – are incorporated into the ERP solution. This ensures that the management of even the most complex projects is always well-organized and successful – an essential requirement for the future success of the company. Thanks to the exceptional collaboration with itelligence, it took just three months for the partner companies to successfully implement their 'software as a service' solution.

Facts & Figures

Project: Implementation of SAP Business ByDesign

Project duration: 3 months

SAP modules used: Financial Accounting, Controlling, Purchasing, Project Management, Sales and Distribution, Service

Advantages:

- Integration of process, project and order data into a single solution
- Central data storage
- Liquidity ensured as IT hosting does not tie up internal capacity
- Field sales and service employees can access data via a web browser or iPhone interface
- Management benefits from simple analysis and reporting tools
- Incorporation of project management into the ERP solution

