

Willy Vogel AG, Berlin

All Processes Running Smoothly with SAP SRM Enterprise Buyer Professional

»With itelligence we have an experienced partner in the field of SAP SRM, who knows the requirements of medium-sized companies and can therefore accurately evaluate our needs. We have improved the strategic focus of our purchasing department considerably with itelligence's help, and we have optimized our resources. We are therefore perfectly equipped for the future.«

Wolfgang d'Heureuse, Project Manager, Willy Vogel AG

A purchase requisition. Completed manually and forwarded personally: until now, that is how the procurement process started at Willy Vogel AG. This standard form was used to set all company processes in motion – right through to the signed receipt of payment for the central lubrication technology supplied. Much time and money was lost due to this complicated way of working. But, as elsewhere, time pressures are also becoming ever more intense at the company, which is part of the

Swedish SKF Group: the market demands strategic, fast, and correct processing for all orders. In order to meet the challenges of the future without having to employ additional staff, Willy Vogel AG thus urgently required a suitable system for providing optimal support to procurement structures: reducing process costs in purchasing, combining procurement volumes and simplifying the processing of internal and external orders – these were the clearly defined objectives.

Willy Vogel AG

Willy Vogel AG, based in Berlin, ensures that motor vehicles, machines, and engines all over the world run smoothly. VOGEL is the global leader in the field of central lubrication technology for machines, systems, commercial vehicles, and rail vehicles. VOGEL is your expert partner in the field of minimum quantity lubrication. With the Spandau Pumps product range, Willy Vogel AG is an innovative specialist supplier of liquid pumps for various industrial and process applications. Since July 2004, Willy Vogel AG and all subsidiary companies have been part of the Swedish SKF Group. The SKF Group is the market leader for products, solutions and services in the fields of roller bearings, seals, mechatronics, servicing, and lubrication technology.



SKF Lubrication Solutions

Name:
Willy Vogel AG Berlin
(SKF Group)

Industry:
Mechanical engineering

Products:
Central lubrication systems

Employees
1,000 employees,
of which 200 are SAP users

Headquarters:
Berlin

Branch offices:
Hockenheim, Germany
and Saumur, France

Customized Standard Software

Willy Vogel AG recruited itelligence because the team in charge of the project wanted real specialists working on their e-procurement solution. Both partners thus began implementation for SAP SRM, supplemented by the use of the SAP MDM catalog solution, in order to begin successfully using the systems within just six months.

The itelligence team used SAP Enterprise Buyer Professional from the SAP SRM product family and implemented the classic scenario. itelligence developed the complex workflow requirements individually based on the specific needs of Willy Vogel AG.

The Berlin branch of itelligence always ensured that things moved quickly within the project – no matter whether it was to do with the comprehensive design, strategic project management, or technical or specialist integration management – Willy Vogel AG could rely on its project partner at all times. The SAP system vendor even dealt with the installation of the SRM and MDM catalog servers expertly. Willy Vogel AG was therefore ready to start using new, more efficient purchasing procedures.

e-procurement Savings Potential in Purchasing

This was followed by a roll-out of the SAP Enterprise Buyer Professional e-procurement system with the integrated MDM catalog, which contains approximately 500,000 supplier items from 15 different suppliers in an integrated search interface. The high data quality and convenient option to search by keyword in

combination with a structured tree search supply fast, accurate results.

For the approximate 200 SAP users, the modern SAP procurement tool reduces the number of steps in the procurement process, including all upstream and downstream activities, keeping them to a minimum. More importantly: it has been possible to halve process times, and warehouse stock in tool management has been reduced by 20%.

Other positive secondary effects: significantly shorter delivery times and a reduction in the number of suppliers for catalog goods. Thanks to the system, it is now possible for everyone involved in electronic procurement – i.e. employees, the people responsible from specialist departments and management – to easily cooperate via a web-based interface that has been customized for their specific roles.

Facts & Figures

Solution: SAP SRM Enterprise Buyer Professional, SAP MDM catalog with 500,000 items, individual programming for workflows and interfaces

Advantages:

- 50% reduction in process times
- 20% reduction in warehouse stock in tool management
- Shorter delivery times
- Reduction in the number of suppliers for catalog goods
- Resource optimization for strategic purchasing

