

DreBo Werkzeugfabrik GmbH, Altshausen, Germany

An integrated system in record time!

»The new SAP solution provides cross-process transparency in our company and helps us to create more precise sales forecasts. This means we can offer our customers better service – and strengthen our position in the industry once more. This is all thanks to the motivated project team of itelligence consultants and DreBo key users.«

Christian Dreps, Technical Managing Director at DreBo GmbH

DreBo Werkzeugfabrik GmbH enjoys success as the second largest manufacturer of carbide-tipped stone drilling tools worldwide – a position that the company from Altshausen, Germany, wants to strengthen and expand with the help of a new IT system landscape. To achieve this, DreBo opted for an integrated SAP R/3 solution from itelligence AG because SAP guarantees monolithic business processes. All of the processes are controlled securely and reliably by just one business system and unstable interfaces are a thing of the past. All of the business areas benefit from this –

including accounting and logistics. These were previously handled in separate systems, but are now both mapped in the integrated SAP solution. All employees receive the information relevant to them without having to alternate between systems as in the past. One thing is certain: The new SAP R/3 system landscape guarantees constant transparency and precise order planning – so orders can be processed faster and more securely. This is a great step forward for the company, increasing customer satisfaction all over the world.

DreBo Werkzeugfabrik GmbH, Altshausen

"Success through performance": This is the motto of DreBo Werkzeugfabrik GmbH, which was founded in Altshausen, Germany, in 1979. Guided by this principle, the company with more than 160 employees has evolved into one of the leading manufacturers of carbide-tipped stone drilling tools worldwide. DreBo had an international outlook right from the start. DreBo products are in demand on all five continents, from customers that include numerous professional bulk buyers with extremely high standards. The company meets these standards with its superb product quality and first-class service. With lean organisational structures and motivated, qualified employees, DreBo is continuing on its path of success – supported by an efficient, future-proof IT landscape and modern machine facilities with a high production capacity.



Name:
DreBo Werkzeugfabrik GmbH

Industry:
Component manufacturer

Products:
Carbide-tipped stone drilling tools

Company size:
160 employees

Head office:
Altshausen, Germany

Sales:
Around EUR 30 million

Transparency in every process

Using SAP R/3 DreBo produces today everything that is required tomorrow, according to plan. As well as precise order planning, the new SAP solution also provides optimum support for the sales planning. Precise sales forecasts are generated for the products on the basis of predictions and definite calculations. Detailed order planning is now fully transparent as well: The graphical planning board in the standard SAP R/3 system displays all the factors that have to be taken into account. Thanks to the implemented SAP PDC functions, the production department has, at all times, an overview of where which orders are in production and can therefore respond flexibly to sales requests. The system also maps customer-specific drill packaging so that this can be planned according to requirement. The positive results: lower stock levels, far shorter delivery times – and greater productivity.

All of the legacy data was transferred to the new system by the expert project team of intelligence consultants and DreBo key users. The intelligence team then trained the key users to utilise the functions that had been implemented, and still continues to offer support. Throughout the IT project, the project team always had the whole company in view, enabling key users and intelligence consultants to work in close collaboration: DreBo's employees can now create customer-specific price lists easily with the SAP system, making their sales even more convincing. The success of DreBo projects can also be measured more accurately: During the implementation phase of the SAP solution, key performance indicators (KPI) were defined. These determine the project success and also serve as a valuable source of information for the company management. At the company's request, the extensive SAP project was completed in just five months – and the highly motivated cross-company project team was the key to this success.

Joint path to the best solution

Fast, tailored solutions: DreBo can fully rely on the intelligence team. And because the company was so impressed by the collaboration with intelligence, it immediately secured the SAP full service provider as a long-term innovation partner. In addition to the system operations in the intelligence data centre, a blueprint for further projects has also been in the pipeline for a long time. In the future the DreBo test equipment management will be mapped in the SAP system as well and the company is also considering rolling out the entire SAP project to its subsidiary in the United States. DreBo's goal is to achieve sustained growth for the company – and intelligence is an essential factor in this success.

Facts & Figures

Task: Replacement of the IFAX-Open legacy system

Solution: Integrated SAP R/3 solution
SAP modules implemented: FI, AA, CO, CO-PA, SOP, PP, SD, QM and MM

Project length: Five months

No. of users: 60 SAP users

Benefits:

- Interface between the production and logistics systems replaced
- All relevant information available at all times in one system
- Optimised sales planning
- Improved material requirements planning
- Precise feedback in production
- Enhanced customer service and success measurement tools