

Follmann Management Holding GmbH & Co. KG, Minden

A perfect industry solution in the shortest possible time!

»The itelligence consulting team exceeded our expectations: Only specialists can implement such a complex SAP project within such a short time. We were well within our budget and are also benefiting far more quickly than expected from the advantages of the it.chemicals industry solution. «

Wilhelm Lange, Follmann Management Holding GmbH & Co. KG

The Follmann Group has already been using SAP R/3 successfully in the areas of Financial Accounting, Controlling and Payroll for years. To map its logistics processes, Follmann opted for a subsystem, but this involved substantial time and expenditure for the company: The interfaces between the systems needed to be maintained and the data transfer processes constantly monitored. In addition, the further development of the subsystem seemed to be unclear.

For the chemicals company, one thing was certain: Only a comprehensive SAP All-in-One industry solution would be able to fully support the company's processes in the future. And so Follmann planned a tailored integration of the new high rack warehouse, in addition to exchanging the server systems and changing the release of the existing SAP modules to the new SAP R/3 release Enterprise 4.7. This was an extensive project, requiring precise planning down to the last detail: in other words, a project for itelligence AG.

Follmann Management Holding GmbH & Co. KG

The Follmann Group has been operating successfully on the market since 1977: The family-run business has evolved into a medium-sized enterprise group with 300 staff and more than EUR 100 million sales. Follmann developments are in demand the world over – chemical products for paper and textile finishing, perfume capsules and adhesives. And the company has won the leading position in Europe in printing ink and coating for serviettes, wallpaper and technical textiles. The micro-encapsulation of perfume and other scented oils is also of key importance at Follmann. Under the brand of FOLCOScent®, international perfume groups, in particular, can find a diverse range of technologies to promote their sensitive products. As a newcomer, Follmann worked to gain a strong position in the field of wood and furniture adhesives over the past three years. Under the name of Triflex, the Follmann Group sells high-quality sealant and coating systems for flat roofs, industrial floors, multi-storey car parks, balconies and terraces, as well as marking substances for motorways, highways, cycle paths and halls.



Name:
Follmann Management
Holding GmbH & Co. KG

Industry:
Chemicals industry

Products:
Chemical products for
paper and textile finishing,
perfume capsules and
adhesives

Company size:
300 employees

Head office:
Minden

Sales:
EUR 100 million in 2005

Precise planning within the shortest possible time

There was no doubt that itelligence is the ideal partner for the large project: Follmann Management Holding appreciates the outstanding knowledge of the chemicals industry, the extensive references and the regional proximity of Bielefeld's SAP system reseller. In addition, the tried and tested mySAP All-in-One industry solution it.chemicals matches the company's requirements perfectly: In close collaboration with Follmann's employees, the specialists from itelligence AG drew up a blueprint that mapped the chemicals company's special conditions and processes exactly. They then implemented the additional solution – made-to-measure work in record time: Just 10 months after the project started, Follmann was able to make use of the multitude of benefits provided by it.chemicals. Thanks to the proven itelligence coaching process, Follmann's key users could deal with the new system from the start. They were able to continue with their tasks immediately after the supervised go-live – supported by the system and securely.

Support for the core business

The new SAP components support all the core business processes: If a customer requires an individual production line, for example, the SAP system delivers all the relevant information. Even the mixing, filling and variable decanting of the products are now system-controlled – and the solution has the third-party business fully under control as well. In addition, the procedures for deposit and returnable packaging processing and depot transfer have been simplified, thanks to the tried and tested industry solution. it.chemicals will even be able to map the stock in the new high rack warehouse reliably in the future. With it.chemicals, based on mySAP All-in-One, Follmann GmbH is extremely well attuned to all its business partners: The majority of its national and international

customers and suppliers already use SAP – top conditions for transferring data quickly and securely between the companies.

Follmann Management Holding GmbH was so convinced by the joint project with itelligence that it is already forming more plans: While today the MAGIS subsystem is used to manage and generate the GGVS (German regulation for the transportation of dangerous goods on road) information, the dangerous goods management will soon be mapped by the EH&S solution integrated in the SAP system. A document management system is also being worked on to design complaints management and product development more transparently. This much is clear: With SAP, Follmann is investing in a durable system landscape that can also be adapted to new challenges in the future. Follmann and itelligence will work together again – because the chemistry between the partners is just right.

Facts & Figures

Solution: mySAP All-in-One industry solution it.chemicals with the modules:
FI – Financial Accounting, CO – Controlling, HR – Human Resources, SD – Sales and Distribution, MM – Materials Management, WM – Warehouse Management, PP-PI – Production Planning for Process Industries

Benefits:

- Optimum solution with minimum consulting and time required
- All company-relevant data and processes are mapped in one system
- High investment protection offered by a durable, scalable system
- Customer and supplier connection made considerably easier
- Best possible use by perfectly trained users

