

SAP Business One at prototype maker AH Lasereinsatztechnik: Precision all along the line



Overview

■ The Challenge

Introduction of an integrated ERP solution for all areas of order processing

■ The Solution

Implementation of SAP Business One™ and development of an integrated add-on solution for prototyping and laser processing by SerCon GmbH

■ The Benefit

All processes from offer to billing are fully integrated and supported by the SAP Business One solution.

Swabian Precision

Quality, punctuality and flexibility – these are the defining characteristics of AH Lasereinsatztechnik GmbH, founded in 1991. Due not least to the proverbial Swabian industriousness of the two founding engineers, Edgar Autenrieth and Alois Hilker, the company has grown into a highly successful manufacturer of precision parts.

Located just outside Heilbronn, in 2003 AH Lasereinsatztechnik generated a turnover of Euro 4.5 million in an extremely competitive market. Today, this ambitious business owns five laser-processing systems, and manufactures precision parts of the highest quality for premium brands in the automobile sector, as well as for tool and prototype makers, and for sheet metal processing.

The company self-critically admits that its administrative business processes have not always kept up with its advances in technical quality. This shortcoming had been an irritation to

the managers for some time, but conversations with various software providers had not produced a solution. The aim was to improve flexibility and speed - decisive success factors in prototyping.

For AH Lasereinsatztechnik it was especially important to find a business partner which could understand these business processes and requirements, and work them into a convincing solution.

SerCon – an IBM Company

SerCon Service & Consulting GmbH is an IT consulting company offering industry-oriented consulting, implementation, and integration services, including the SAP environment, specifically to mid-market clients. An IBM Deutschland GmbH affiliate, SerCon advises as a member of the IBM Corporation, throughout Germany and globally, and is integrated into the IBM Business Consulting Services network.

„After four years of searching, with SerCon we have found in SAP Business One an ERP solution that covers all the processes in our company with manageable modifications.”

Edgar Autenrieth, Managing Director
AH Lasereinsatztechnik

SerCon was able to deliver not only the necessary consulting, but also the required SAP licenses, and this combination convinced AH Lasereinsatztechnik. This was project delivery from a single source, exactly what the company had been looking for.

“Better listeners give better answers”

Eberhard König, Manager IT and Work Preparation 2D, found the solution source he was looking for in SerCon project manager Carsten Gauß, who declares: “Our declared aim is to implement the requirements and processes of our clients ideally in the system, so that the value and savings potentials of the solution permanently exceed the costs of its introduction. For this reason we always maintain close contact with our clients from planning to realization.”

Requirements of the solution

The excellent work of the SerCon software experts enabled the creation of an integrated ERP solution with SAP Business One, the functionalities of which cover all the required areas. “From acquisition through costing all the way to billing, payment and reminders, we can now support all the processes of the company from end to end,” says Eberhard König with satisfaction. The special requirements of prototyping and laser processing were realized with additional system extensions.

For AH Lasereinsatztechnik, the following process and work steps are now system-based from end to end:

- *Retrograde order processing: manufacturing before creation of offering for initial prototype releases*

- *Quotation costing as concurrent costing*
- *Costing based on expenses and cutting forms*
- *Prototype project folders and machine data are held integrated into the system*
- *Electronic consignment notes created by business partners can be taken over by AH Lasereinsatztechnik as orders via workflow*

AH Lasereinsatztechnik is also very satisfied with the economic IBM **@server** xSeries Model 345. Intel XEON DP processors provide high performance, the necessary resilience is achieved by the use of RAID5, and Chipkill memory prevents data errors. The optional redundant design and scalability of the x345 allow a high degree of flexibility, preparing AH Lasereinsatztechnik for future demands.

Future prospects

With the introduction of SAP Business One and the extensions for prototyping and laser processing, AH Lasereinsatztechnik has a great order processing and documentation solution. The business partner integration capabilities further optimizes communication, and documentation expenses and related costs are reduced, too. Through the cost savings in administration alone, the investment will pay for itself in less than two years. This allows AH Lasereinsatztechnik to concentrate on its actual business: manufacturing first-class precision parts and offering its customers excellent service.

Further information.

If you want to find out more about SAP Business One from IBM, please contact your SerCon partner:



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