Project profile

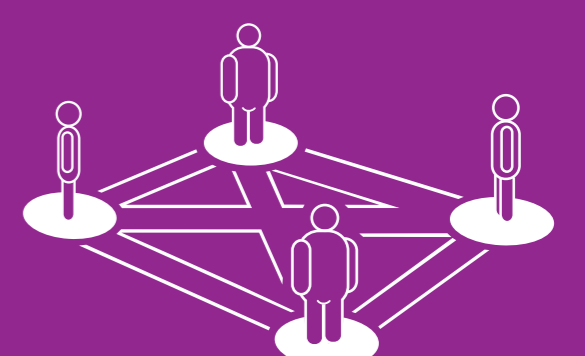|	
Company	Johann Augel Bauunternehmen GmbH
Location	Weibern, North Rhine-Westphalia
Industry	Construction
Employees	68
Annual turnover	EUR 6.3 million

AUGEL
Planen·Bauen·Sichern

Project title Creation of an electronic services catalogue and connection for suppliers

Motivation Standardise all order data in the building trade. Create a common and consistent data structure for all parties involved (architects, builders, manufacturers, traders).

Objective Create standardised product and service specifications. Convince all business partners involved in the process of the benefits of a common standard.

Benefit/cost effectiveness Rolf Scharmann, company executive:
"In the building industry many parties are involved in one project. Unfortunately, we were not able to convince everyone of the benefits of speaking a common language, but this project has helped us to lay and consolidate the foundation for a classification of construction services and materials."

Project support Institut der deutschen Wirtschaft Köln *Consult GmbH*

Project profile

Company	Diephaus Betonwerk GmbH
Location	Vechta, Lower Saxony
Industry	Building, interior decoration, gardens
Employees	140
Annual turnover	c. EUR 25 million

DIEPHAUS
BETONT NATÜRLICH.

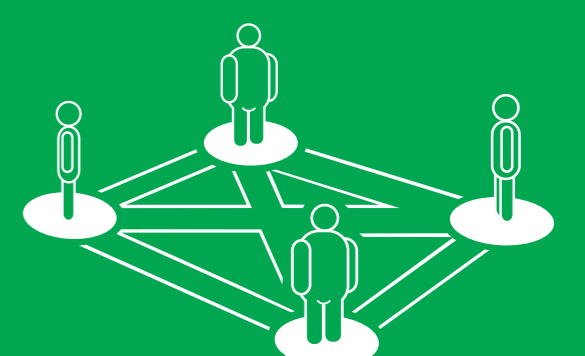|	
Project title	EANCOM® and SINFOS for the building industry – handling business processes simply and electronically
Project partner	OBI Bau- und Heimwerkermärkte GmbH & Co. Franchise Center KG
Motivation	Create a particularly close relationship with customers.
Objective	Improve relations with customers and suppliers, lower costs (product passports, product catalogues, fax, postage), reduce error quota
Benefits/cost effectiveness	Christian Diephaus, company executive at Diephaus: "The switch to electronic processes and implementation of EANCOM® messages ORDERS, INVOIC and DESADV is already paying off after one year. In addition we have been able to reduce the error quota in order processing by 10 %, for ORDERS the error quota is almost 0 %. We can process orders now a whole day more quickly than before the change."
Project support	GS1 Germany

OBI genial

Project profile

Company	Heinz Hesse KG
Location	Wuppertal, North Rhine-Westphalia
Industry	Tool distribution
Employees	10
Annual turnover	EUR 5.5 million

Heinz Hesse KG

Project title
Process optimisation via master data management according to BMEcat, eCl@ss and proficl@ss standards

Motivation
Heinz Hesse KG is receiving more and more inquiries for electronic product data catalogues in BMEcat format according to eCl@ss and proficl@ss standards.

Objective
The project has the following objectives:
- rapid provision of an up-to-date online catalogue with product details and information on product applications
- utilisation of product data for several media
- simple and targeted data maintenance

Benefits/cost effectiveness
Thomas Hesse, Managing Director:
"As the link between manufacturer and customer the retail trade is dependent on standardised electronic product data."

Project support
Institut der deutschen Wirtschaft Köln *Consult GmbH*

PROZE|U|S

PROZESSE und STANDARDS
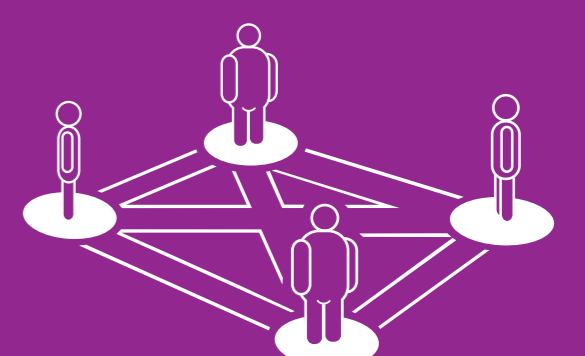
Project profile

|	
Company	MEFA Befestigungs- und Montagesysteme GmbH
Location	Kupferzell, Baden-Württemberg
Industry	Construction
Employees	230
Annual turnover	EUR 35 million

MEFA

Project title
Optimisation of master data processes and expansion of the ERP system

Motivation
Data quality will be improved significantly by central maintenance and standardised data capture (Regulation on Data Capture).

Objective
The objective is to handle all processes electronically, from master data to order processing, and to avoid integration gaps.

Benefit/cost effectiveness
Jürgen Uez, Marketing Manager:
"The eBusiness age has only just begun in our industry. We are investing today so we can compete tomorrow."

Project support
Institut der deutschen Wirtschaft Köln *Consult GmbH*
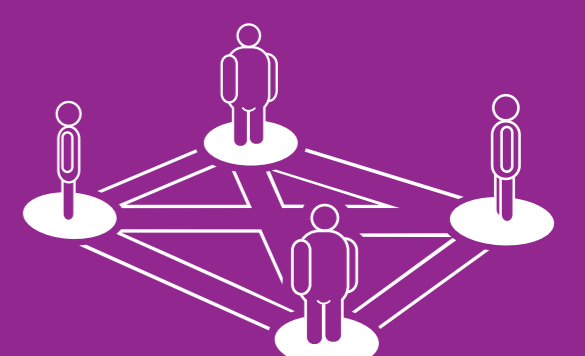
Project profile

Company	Algi Seifenfabrik GmbH & Co. KG
Location	Stockheim, Bavaria
Industry	Chemical
Employees	43
Annual turnover	EUR 5.5 million

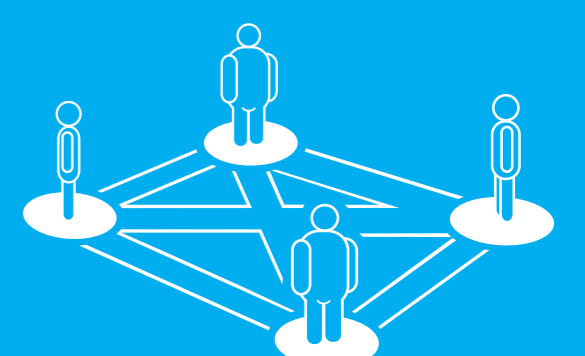**ALGI**
SEIFENFABRIK
KOSMETIK

Project title Automation of material flow using EPC/RFID and eCl@ss

Motivation Ensure traceability of batches in order to avoid faults in production. Be in a position to respond to the requirements of large trade chains.

Objective Optimisation of production processes using automated material flow with RFID tagging of pallets and packaging. Classification of product data using eCl@ss.

Benefits/cost effectiveness Matthias Färber, company executive:

"With the aid of EPC/RFID and eCl@ss we will be able to provide unique identification and classification of supplier parts and our own products from different batches in order to improve material flow in production."

Project support GS1 Germany Institut der deutschen Wirtschaft Köln Consult GmbH

PROZE|U|S

PROZESSEundSTANDARDS

Project profile

Company	P.J. Dahlhausen & Co. GmbH
Location	Cologne, North Rhine-Westphalia
Industry	Medical technology
Employees	116
Annual turnover	EUR 35 million

„„„ DAHLHAUSEN®

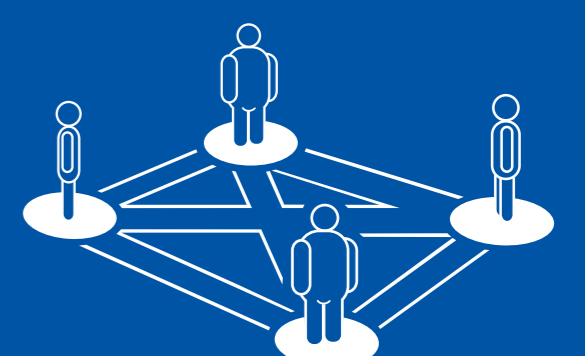**Partner companies**   GHX Europe GmbH and GSG mbH

Project title   Participation in electronic marketplaces and transaction platforms and exchange of electronic business messages and product data

Motivation   The percentage of hospital orders processed electronically is rising continuously due to the increased pressure for rationalisation in the health industry. Suppliers who do not participate in transaction platforms are finding themselves increasingly excluded.

Objective   Creation of a comprehensive product database, product classification in accordance with eCl@ss and GPI, data output in different electronic formats (e. g. BMEcat), production of electronic (CDs) and printed media (catalogues), electronic orders, delivery notes and invoices in EANCOM®/EDI format.

Benefits/cost effectiveness   Klaus Schüler, IT Manager:

"The implementation of this eBusiness project will enable Dahlhausen to satisfy the changing needs of customers and to open up new market segments."

Project support   GS1 Germany   iw Institut der deutschen Wirtschaft Köln *Consult GmbH*

www.prozeus.de

supported by

**Federal Ministry
of Economics
and Technology**

PROZE**US**

PROZESSEundSTANDARDS

Project profile

Company	GreenCare Deutschland GmbH
Location	Hanover, Lower Saxony
Industry	Chemical/environmental technology
Employees	21
Annual turnover	EUR 2 million

Project title
Electronic exchange of hazardous goods/substances data via SINFOS

**Project partner**
Deutsche Woolworth GmbH & Co. OHG

WOOLWORTH

Motivation
Compliance with legal requirements, make current data available for transport/storage, satisfy the needs of end consumers for information.

Objective
Provide data on hazardous goods and substances in an efficient manner (electronically from a single source), improve efficiency, reduce costs and personnel required for maintaining master data.

Benefits/cost effectiveness
Hassan André Kaboni, company executive at GreenCare:
"What does PROZEUS offer? eBusiness competence, standardisation of technical processes, competitiveness and reduction in operating costs – more is simply not possible. As a medium sized company we are in a position today to satisfy the eBusiness demands of our customers and suppliers tomorrow."

Project support
GS1
Germany
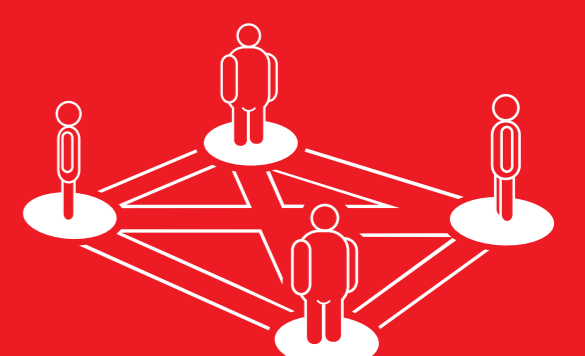
Project profile

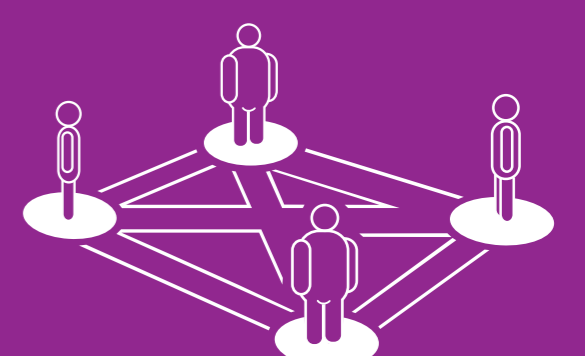|	
Company	STAUF Klebstoffwerk GmbH
Location	Wilnsdorf, North Rhine-Westphalia
Industry	Chemical/pharmaceutical
Employees	33
Annual turnover	EUR 10.7 million

STAUF seit 1828

Project title Master data management: creation of a standardised, media-independent data maintenance system

Motivation Adherence to eBusiness standards (eCl@ss/BMEcat) for product master data in the ERP system and in a media-independent product database to comply with the requirements of large chains and automate sales processes.

Objective Streamlining data generation, maintenance and updating of internal information and printed matter as well as information and printed matter for sales, product technology and production.

Benefits/cost effectveness Jörg Landwehr, Media and Communications:
"Media-independent data maintenance is the basis for existing data sets and means considerable savings in processing time. This creates data and communication structures which benefit everyone – leaving more time for the really important things!"

Project support Institut der deutschen Wirtschaft Köln *Consult GmbH*

PROZE**u**S

PROZESSE**und**STANDARDS

Project profile

Company	Ehrler Prüftechnik GmbH
Location	Mulfingen, Baden-Württemberg
Industry	Measurement and control technology, calibration services
Employees	25
Annual turnover	EUR 2.8 million

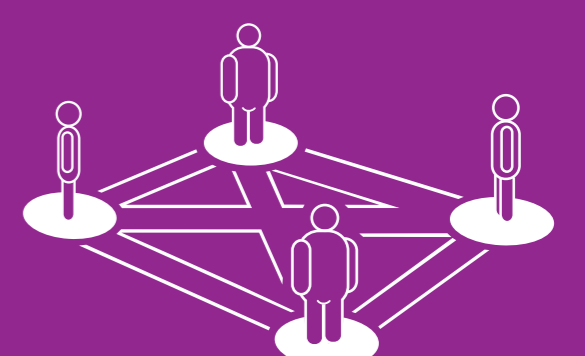EHRLER PRÜFTECHNIK
ENGINEERING GMBH

Project title

Participation in procurement platforms and creation of a CRM system

Motivation

Provision of electronic product data for inclusion in procurement platforms of major accounts. Improve order processing processes to make them more transparent and to avoid errors.

Objective

Capture, classification and central maintenance of data for products and services. Creation of interfaces to different systems.

Benefit/cost effectiveness

Oliver Hammel, Procurement, Sales:

"The internal restructuring of existing processes was a real challenge. Clearer structures and central data management will help us in future to avoid errors and speed up processes."

Project support

Institut der deutschen
Wirtschaft Köln *Consult GmbH*

PROZE|U|S

PROZESSEundSTANDARDS

Project profile

Company	Gewetra GmbH
Location	Viersen, North Rhine-Westphalia
Industry	Secure transportation services
Employees	60
Annual turnover	EUR 2.5 million

GEWETRA GmbH
Geld - und
Werttransporte
Sicherheitsdienste

Project title Implementation of CashEDI processes for data communication

Project partner Deutsche Bundesbank

**Motivation** Replace paper-based vouchers with EDI to improve competitiveness.

Objective Speed up, simplify and handle important cash transaction processes electronically:
- deposits: deposit notes and transfer confirmation
- disbursements: cash orders, notification of readiness, transfer confirmation

Logistic units for cash transactions are identified by the number of the transport unit (NTU). Recipients of payments and goods are identified by bar codes.

Benefit/cost effectiveness Marco Sauren, Managing Director of Gewetra:
"CashEDI is the solution of the future for handling cash transaction processes. Cash managers will find their work is simplified: daily filing of Federal Bank vouchers will become redundant. Improved traceability of cash disbursements and deposits at the Federal Bank = greater security for our customers."

Project support **GS1** Germany

PROZE|u|S

PROZESSEundSTANDARDS
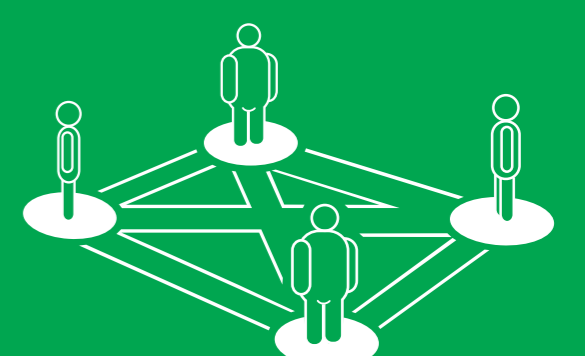
Project profile

|	
Company	Kalibrix GmbH
Location	Luckenwalde, Brandenburg
Industry	Corporate services
Employees	14
Annual turnover	EUR 1.1 million

Kalibrix
DKD·K·21701

Project title
Creation of an electronic services catalogue for procurement systems and eMarketplaces

Motivation
Satisfy customer demands for electronic service data and avoid errors in calculation through unclear orders. Strengthen market position with a competitive technological lead.

Objective
Classify calibration services and create an electronic services catalogue.

Benefits/cost effectiveness
Christian Michel, company executive:
"We knew instinctively that the classification of services would be much more complex than a clear-cut allocation of products. Never theless the Kalibrix project has helped us take a great step forward with its capacity for displaying electronic standards and processes."

Project support
Institut der deutschen Wirtschaft Köln Consult GmbH

PROZE|U|S

PROZESSE und STANDARDS
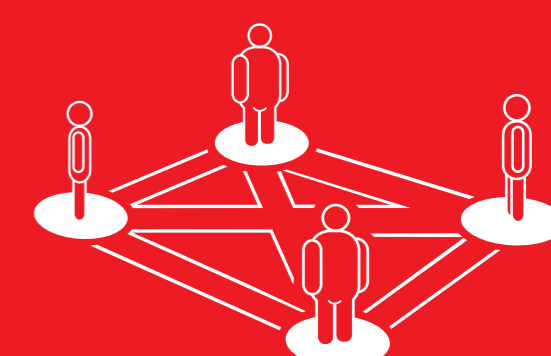
Project profile

Company	Luksch-Service Installationen
Location	Munich, Bavaria
Industry	Corporate services
Employees	7
Annual turnover	EUR 0.7 million

Luksch

*... denn wir sind
IHR Geld wert!*

Project title   Creation of a service portal to connect customers and suppliers

Motivation   Orders in the building industry and related trades are getting smaller and smaller, creating more administrative work for Order Processing.
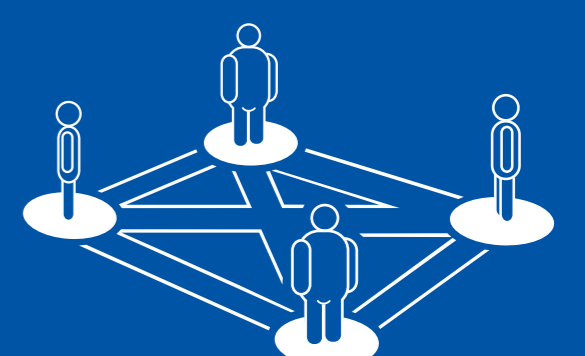
Objective   The objective is to integrate all construction service providers (planners, construction companies), related trades and material suppliers in a trades portal in order to avoid integration gaps when exchanging documents.

Benefits/cost effectiveness   Franz Luksch, company executive:

"We have already won our first customers and business partners for electronic data exchange via our new service portal for the trades. However, this does not mean that paper will vanish completely on construction sites."

Project support   Institut der deutschen
Wirtschaft Köln *Consult GmbH*

supported by

**Federal Ministry
of Economics
and Technology**

PROZE|u|S

PROZESSEundSTANDARDS

Project profile

Company	service-system GmbH
Location	Freiburg, Baden-Württemberg
Industry	Corporate services
Employees	65
Annual turnover	EUR 1.1 million

**service
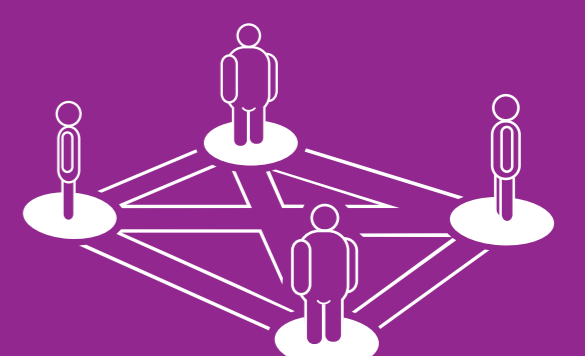system
Gebäudedienst**

Project title	Creation of an electronic customer and order management system for services
Motivation	Streamline preparation of quotations and improve response time to customer inquiries and speed up the complaints process. Improve internal processes and avoid errors.
Objective	Combine isolated solutions and classify services with eCl@ss in order to standardise offers.
Benefits/cost effectiveness	Achim Wiehle, company executive: "Customer orientation is a decisive competitive factor for professional facility services. The starting point is efficient process organisation and a clearly structured, largely standardised services portfolio."
Project support	Institut der deutschen Wirtschaft Köln *Consult GmbH*

PROZE**U**S

PROZESSE**und**STANDARDS

Project profile

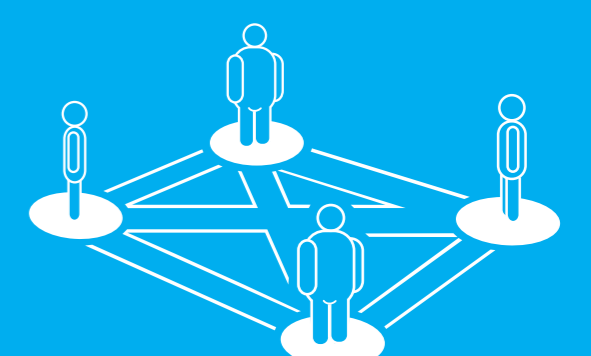|	
Company	Groh GmbH Pausa
Location	Pausa, Saxony
Industry	Electrical
Employees	16
Annual turnover	EUR 0.8 million

GROH

GROH GMBH PAUSA

Project title

Increased transparency for production progress monitoring and process reliability via RFID and eCl@ss

Motivation

Increase flexibility and improve response time of the company in order to be able to react quickly and professionally to customer inquiries.

Objective

Classification of products in accordance with eCl@ss and application of RFID tags on route cards for progress monitoring of production processes.

Benefits/cost effectiveness

Thomas Groh, company executive:
"RFID technology will help us to make the stream of goods in production more transparent, reduce process costs and minimise reject quotas."

Project support

Institut der deutschen Wirtschaft Köln *Consult GmbH*

www.prozeus.de

PROZEUS

PROZESSEundSTANDARDS

Project profile

|	
Company	Wissenschaftliche Gerätebau Dr. Ing. Herbert Knauer GmbH
Location	Berlin, Berlin
Industry	Electrics/electronics
Employees	76
Annual turnover	EUR 12.5 million

KNAUER

Project title   Product data management using eCl@ss and UNSPSC

Motivation   Introduction of central product data management in order to merge isolated solutions (online shop, eCatalogue, WWS etc.).

Objective   The prime objective is to avoid unsynchronised isolated data sets within the company.

Benefits/cost effectiveness   Oliver Gültzow, Marketing:

"Electronic catalogues simplify the exchange of product data with customers and suppliers. KNAUER wants to be ready to profit from new sales channels."

Project support   Institut der deutschen Wirtschaft Köln *Consult GmbH*

PROZEU|S

PROZESSE und STANDARDS
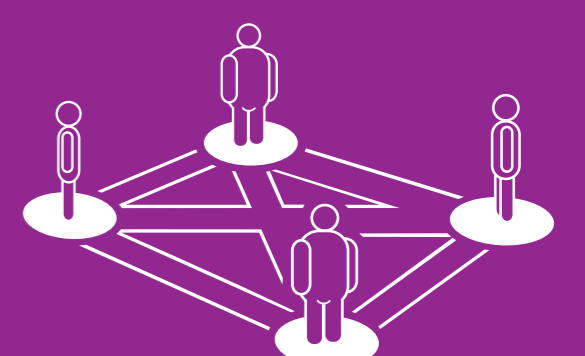
Project profile

Company	LCP Laser-Cut-Processing GmbH
Location	Kraftsdorf, Thüringen
Industry	Electrics/electronics
Employees	25
Annual turnover	EUR 2.0 million

LCP GmbH
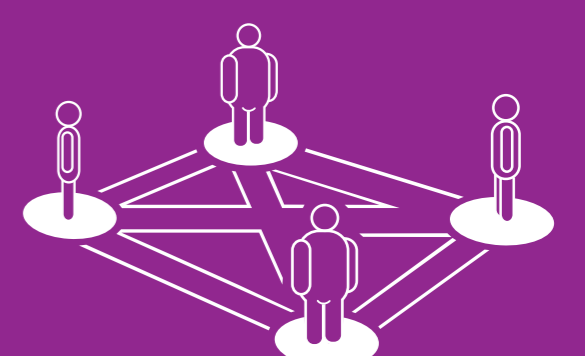
LASER CUT PROCESSING

Project title   Master data migration and product classification using eCl@ss

Motivation   The fast moving internal process of implementing production runs within a few days requires efficient methods of data capture, data mining, maintenance and evaluation.

Objective   Production data from the last 4 years will be prepared and processed for transfer to a new system. New product master data will have to be generated.

Benefits/cost effectiveness   Daniel Störzner, Assistant to the Managing Director:
"The introduction of a new ERP system is an opportunity for us to classify our master data."

Project support   Institut der deutschen Wirtschaft Köln *Consult GmbH*

Project profile

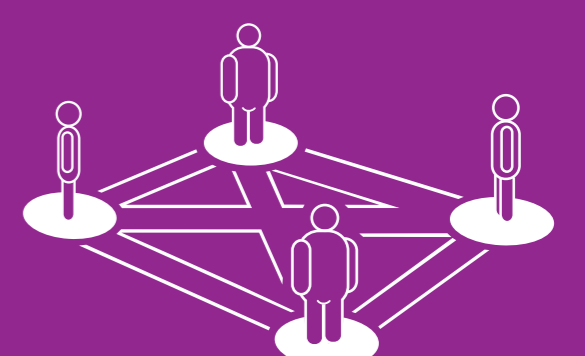|	
Company	Systec GmbH
Location	Münster, North Rhine-Westphalia
Industry	Electrics/electronics
Employees	10
Annual turnover	EUR 1.1 million

Project title

Master data management: automation of corporate processes

Motivation

Introduction of eBusiness components for automation of business processes by applying eBusiness standards in development/design (eCl@ss), for data exchange (BMEcat) and exchange of business documents (openTRANS).

Objective

Automation of business processes and minimisation of errors.

Benefits/cost effectiveness

Bernd Lohmann, Procurement:
"In order to be able to use parts data from various offerors effectively it must be possible to transfer their data automatically to one's own system. eBusiness standards help us to do that."

Project support

Institut der deutschen Wirtschaft Köln *Consult GmbH*

PROZEUS

PROZESSE und STANDARDS

Project profile

|	
Company	Wolfram Ungermann Systemkälte GmbH & Co KG
Location	Wetter, North Rhine-Westphalia
Industry	Refrigeration and air-conditioning technology
Employees	15
Annual turnover	EUR 2.3 million

USK UNGERMANN SYSTEM-KÄLTE

Project title	Modular implementation of an open source ERP system to include eCl@ss and BMEcat
Motivation	Implementation of standard business software using the functional example of catalogue data management.
Objective	The objective of the project is to possess an operational inventory management system based on an open source ERP system with eCl@ss classification and BMEcat import/export function.
Benefits/cost effectiveness	Jörg Ungermann, company executive: "Switching to professional management of product data with an open source system will help us to streamline our internal processes while ensuring cost effective adaptation to our specific needs."
Project support	Institut der deutschen Wirtschaft Köln *Consult GmbH*
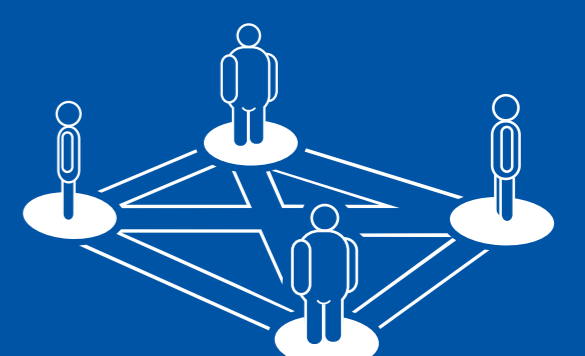
Project profile

Company	**Krause Meat International Food Production GmbH**
Location	Lüneburg, Lower Saxony
Industry	Food (meat)
Employees	36
Annual turnover	c. EUR 30 million

Project title   EPC/RFID for returnable containers for transport of perishables

Project partner   REWE Group, REWE Informations-Systeme GmbH
Various REWE supermarkets
Wilhelm Brandenburg GmbH & Co. OHG

Motivation   Implement RFID technology on meat boxes to comply with hygiene regulations, simplify traceability.

Objective   Test technical feasibility of RFID applications in perishables logistics under real conditions, identify potential for optimisation of processes throughout the whole supply chain, automatically record goods received and goods shipped, reduce work required for documentation processing.

Benefits/cost effectiveness   Bernd Kasprack, Factory Manager at Krause Meat:
"I was surprised to see how sophisticated and deployable RFID technology is today. After installation of the reading gate data were captured automatically without our employees having to change their work procedures."
Thorsten Vogedes, Project Manager at REWE Informations-Systeme:
"With this new reliable technology we can achieve a read quota of practically 100 %."

Project support   GS1 Germany
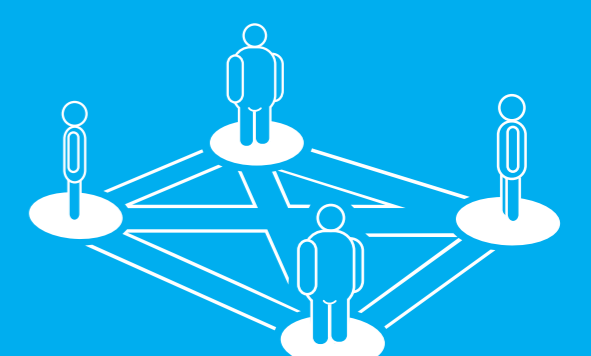
Project profile

Company	Tri d'Aix GmbH
Location	Alsdorf, North Rhine-Westphalia
Industry	Confectionary
Employees	25
Annual turnover	EUR 9.4 million

tri d'Aix INTERNATIONAL

Project title

Improve logistic processes by using EAN 128 and EDI

Project partner

OHG FEGRO/SELGROS Gesellschaft für Großhandel mbH & Co.

**FEGRO** GROSSHANDEL
SELGROS GROSSHANDEL

Motivation

Increase eBusiness competence; satisfy customers' needs; reduce costs; improve availability of information; improve operating conditions.

Objectives

Generate messages such as electronic orders (ORDERS), electronic invoices (INVOIC) and electronic delivery notes (DESADV) directly from the inventory management system and transfer them directly to trading partners; identify shipping units with EAN 128 labels.

Benefits/cost effectiveness

Stefanie Husemann, Chief Operations Officer Tri d'Aix:
"We want to show that an SMB can acquire eBusiness competence at little cost and implement the standards demanded by customers."

Project support

GS1 Germany
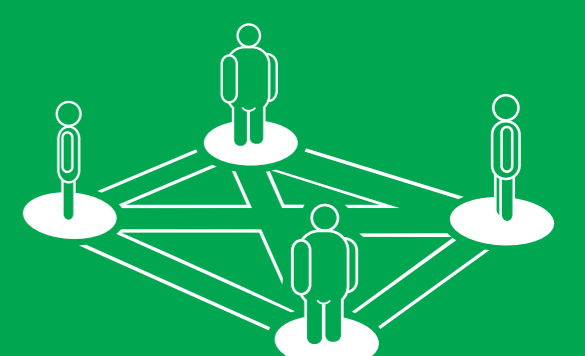
Project profile

Company	vitfrisch Gemüse-Vertrieb eG
Location	Neckarsulm, Baden-Württemberg
Industry	Food – producers' organisation for fruit and vegetables
Employees	30
Annual turnover	c. EUR 21.5 million

Project title — EAN 128 – more efficiency in the delivery chain for fruit and vegetables

Project partner — The project partners are around 50 producers

**Motivation** — Efficient quality management and modernisation of all business processes, identify goods by producer.

Objective — Replace manual records, introduce automatic inventory, streamline inventory processes, speed up flow of goods.

Benefits/Cost effectiveness — Albrecht Stein, Managing Director of vitfrisch:
"This project has improved the position of vitfrisch vis-á-vis the competition in the fruit and vegetable industry. We were totally convinced by the savings and improvements. We have recorded time savings of 25 % for processing goods received."

Project support — GS1 Germany
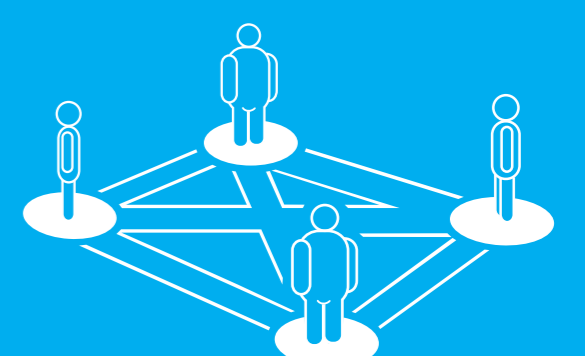
Project profile

Company	Vermarktungsgemeinschaft für Zucht- und Nutzvieh eG
Location	Neumünster, Schleswig-Holstein
Industry	Food (meat)
Employees	14
Annual turnover	EUR 77 million

ZNVG
Vermarktungsgemeinschaft
für Zucht- und Nutzvieh e.G.

Project title Cross-tier traceability using the example of the "pork supply chain"

Project partner Fleischwerk EDEKA Nord GmbH
(NORDfrische Center Valluhn),
R. Thomsen – EU-Großschlachterei GmbH & Co. KG

EDEKA

Motivation Store all information from feed type to finished product in a central database; capacity to conduct mandatory and silent recalls efficiently.

Objective Unique identification of individual partners throughout the whole process chain from feed suppliers to retail markets, creation of open interfaces with electronic transfer of traceability and quality data in a structured format.

Benefits/cost effectiveness Achim Münster, Quality Manager at ZNVG:
"Quality assurance and goods tracking systems throughout the whole logistics chain as implemented in this project create transparency for consumers because the whole process, including feed, can be reproduced."

Project support GS1 Germany

In Kooperation mit dem
Bundesamt für
Verbraucherschutz und
Lebensmittelsicherheit

PROZE|U|S

PROZESSE und STANDARDS
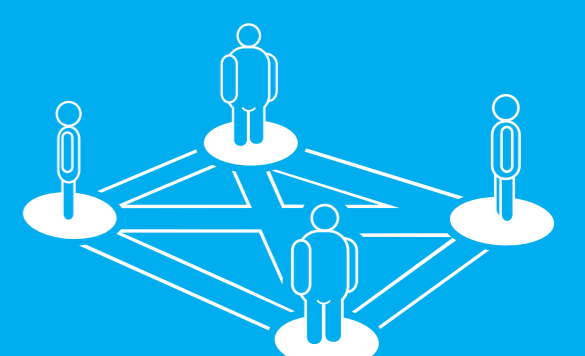
Project profile

Company	GETRÄNKE-PROFI GmbH & Co. KG
Location	Hildesheim, Lower Saxony
Industry	Drinks
Employees	165
Annual turnover	c. EUR 31 million

GETRÄNKE-PROFI
WORLD OF
1000 DRINXX

|	
Project title	Electronic exchange of business data for the drinks industry: INVOIC, ORDERS and SLSRPT
Project partner	Getränke Essmann GmbH
Motivation	Improve eBusiness competence.
Objective	Increase availability of information, reduce costs, improve operating conditions (reliability, service level, processing times).

GETRÄNKE VON ESSMANN

Und alles läuft.

Benefits/cost effectiveness	Uwe Westphal, Managing Director of Getränke-Profi: "Process transparency has risen significantly within the company. And quite incidentally we were able to lower costs as well. For example, the cost of manual entry of delivery notes dropped by 75 %, the time needed to check invoices has been cut by 60 %."
Project support	GS1 Germany
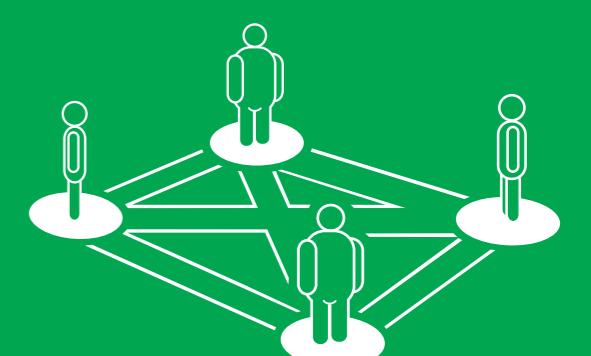
Project profile

Company	EMPUR Produktions-GmbH
Location	Buchholz-Mendt, North Rhine-Westphalia
Industry	Heating technology
Employees	60
Annual turnover	EUR 15 million

EMPUR® FLÄCHENHEIZUNGEN
*WIR DENKEN VORAUS.*

Project title   Standardisation of all company data for EDI

Motivation   Support process organisation for customers by applying appropriate standards. Standardise offers for services to major accounts.

Objective   Exchange electronic messages with business partners (orders, delivery notes, invoices). Exchange electronic product catalogues in BMEcat format.

Benefits/cost effectiveness   Sven Eckert, company executive:
"First we had to create a central standardised data basis for our future e-business projects. All our work is based on standards such as eCl@ss and EANCOM®."

Project support   GS1 Germany   Institut der deutschen Wirtschaft Köln *Consult GmbH*
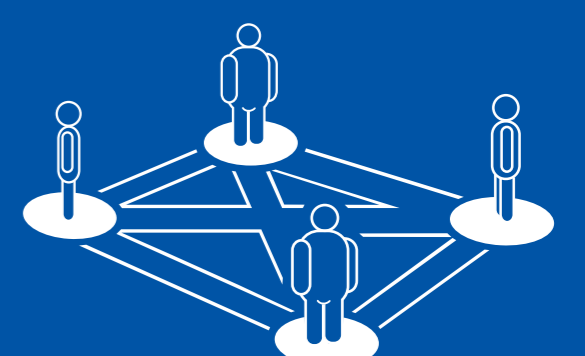
Project profile

|	
Company	SIPLAST Siegerländer Plastik GmbH
Location	Kreuztal, North Rhine-Westphalia
Industry	Rubber and plastics
Employees	27
Annual turnover	EUR 2.3 million

SIPLAST
Organisationsmittel

Project title
Master data management: integration of eCl@ss in the ERP system to improve data maintenance within the company

Motivation
With an additional presence in the customer portal and electronic marketplaces as well as standardised utilisation of the eCl@ss classification, SIPLAST articles will be found more frequently by search engines or marketplace/portal visitors.

Objective
For customers the new portal will become the key link to SIPLAST.

Benefits/cost effectiveness
Volker Weihe, Assistant to the Managing Director:
"The future is unthinkable without eBusiness. With eCl@ss we can raise our name recognition through our presence in the customer portal and in marketplaces."

Project support
Institut der deutschen Wirtschaft Köln *Consult GmbH*

PROZE|U|S
PROZESSEundSTANDARDS
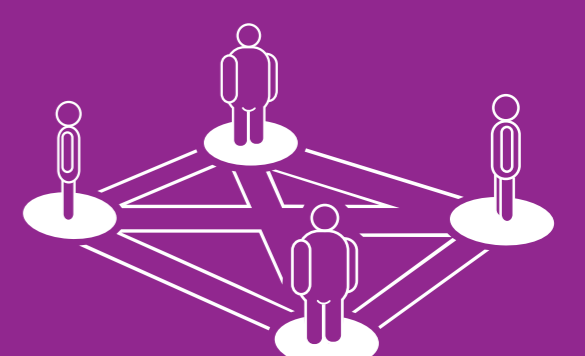
Project profile

Company	Fruitline Bremen GmbH
Location	Bremen
Industry	Logistics
Employees	5
Annual turnover	EUR 7.2 million

FRUITLINE BREMEN

Project title EANCOM® for transport handling

Project partner Atlanta AG

1×1 Atlanta-Gruppe
Kompetenz rund um die Frucht

Motivation Optimisation of order-related communication with customers

Objective Reduce manual entry in the ERP system, lower error quotas, save time, improve data quality

Benefits/cost effectiveness Margret Steegmann, Managing Director of Fruitline:
"The objective of the Prozeus project is to optimise the SCM processes between ourselves and our business partners in the wholesale and freight forwarding sectors and hence reduce process costs and throughput times. We expect to achieve greater safety and increased competitiveness with this win-win strategy."

Project support GS1 Germany

Project profile

Company	Scheren Logistik GmbH
Location	Düsseldorf, North Rhine-Westphalia
Industry	Logistics
Employees	150
Annual turnover	EUR 15 million

Scheren
Warehouse Logistics

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Project title   RFID as a monitoring tool in warehouse logistics

Motivation   Make logistic information more transparent, comprehensive and economically viable.

Objective   Pallets were previously labelled using EAN 128 and will now be tagged using EPC/RFID. The tags will be read both for goods received and goods shipped in order to monitor and manage the whole materials flow. Work-intensive scan processes will become superfluous throughout the whole process.

Benefits/cost effectiveness   Jörg Scheren, Managing Director of Scheren:
"We want to improve individual processes and control them more exactly (zero error strategy). This will enable us to optimise costs internally and for our customers."

Project support   GS1
Germany

PROZE|U|S

PROZESSEundSTANDARDS
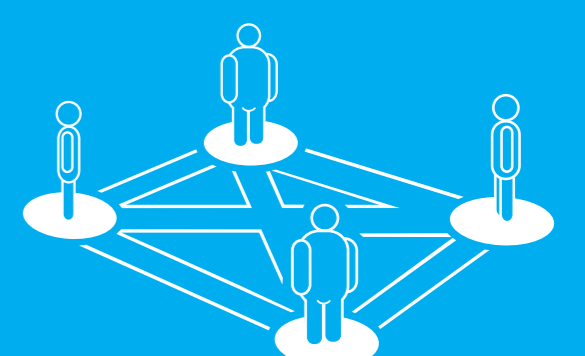
Project profile

|	
Company	DWT GmbH
Location	Essen, North Rhine-Westphalia
Industry	Mechanical engineering/plant engineering
Employees	35
Annual turnover	EUR 7 million

Project title

Creation of an online shop and an electronic catalogue for products and services

Motivation

Satisfy the need of large accounts for electronic catalogue data. Offer customised service concepts.

Objective

Systematisation and classification of products and services. Creation of an online shop for products and an online platform for services.

Benefits/cost effectiveness

Torsten Lane, Sales Manager:

"We are convinced that this project has opened up the way for the future of eBusiness in our company. This was essential in view of the growing demands of our major customers. The initial outlay was significantly higher than we expected, but we have identified very interesting opportunities for the future which this project has generated."

Project support

Institut der deutschen Wirtschaft Köln *Consult GmbH*

www.prozeus.de

PROZE|U|S
PROZESSEundSTANDARDS
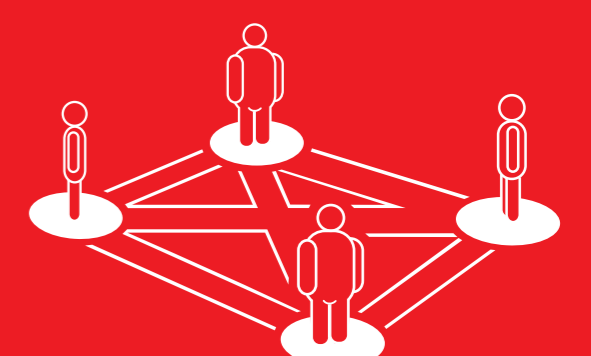
Project profile

Company	Renner GmbH
Location	Maulbronn-Schmie, Baden-Württemberg
Industry	Mechanical engineering/plant engineering
Employees	30
Annual turnover	EUR 3.7 million

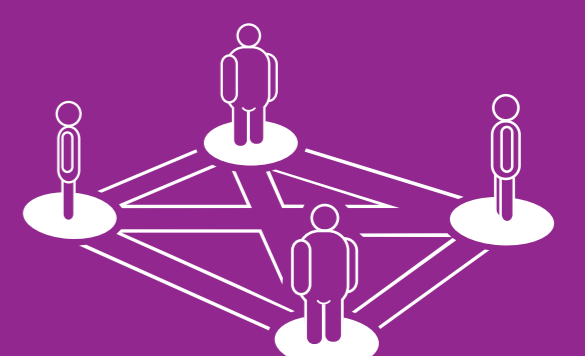## REN/ER
INNOVATIVE PUMPEN- UND FILTERTECHNOLOGIE

Project title
Product information management: optimisation of master data for electronic product catalogues

Motivation
Optimisation of customer service, generation of paper catalogues and preparation of master data for electronic product catalogues via integrated product information management using eCl@ss and BMEcat.

Objective
Cleansing and preparation of product data for use in various output media, e.g. data sheets, spare parts lists, electronic and hardcopy catalogues.

Benefits/cost effectiveness
Karin Renner, Managing Director:
"With the implementation of this eBusiness application we were able to reduce manual processes and processing time as well as improve the quality of service for our customers."

Project support

Institut der deutschen
Wirtschaft Köln *Consult GmbH*

PROZE|U|S

PROZESSE und STANDARDS

Project profile

Company	Rhein-Main-Erodier-Center Schneider Präzisionswerkzeug- und Vorrichtungsbau GmbH
Location	Oberursel/Ts., Hesse
Industry	Mechanical engineering/plant engineering
Employees	52
Annual turnover	EUR 5.0 million

RMEC SCHNEIDER
PRÄZISIONSWERKZEUG- UND VORRICHTUNGSBAU GMBH


Project title   Master data management: improvement of customer relations

Motivation   Optimisation of tender and order processing through the implementation of eBusiness technologies such as electronic product classifications (eCl@ss) and product catalogues (BMEcat).

Objective   Classify product information in the form of an electronic product catalogue to be read into the new ERP system.

Benefits/cost effectiveness   Le Minh Truong, Assistant to the Managing Director:
"At RMEC product information is classified in the form of an electronic product catalogue which is read in and can be used both for issuing orders as well as for generating production orders."

Project support   Institut der deutschen Wirtschaft Köln *Consult GmbH*
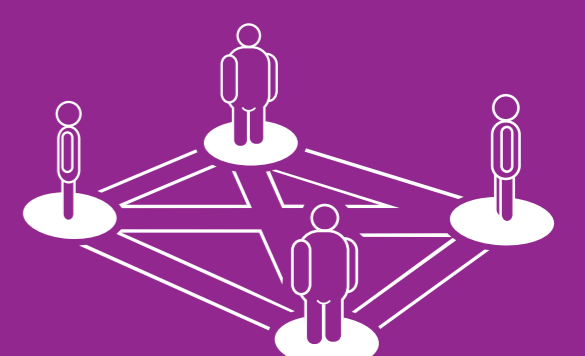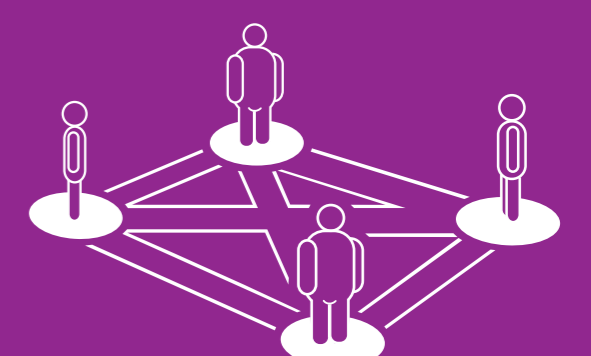
Project profile

Company	Ritz Pumpenfabrik GmbH & Co. KG
Location	Schwäbisch Gmünd, Baden-Württemberg
Industry	Mechanical engineering/plant engineering
Employees	200
Annual turnover	EUR 25 million

Project title   Product data management: efficient selection of standard products and customer-oriented product configuration

Motivation   Efficient processing of customer inquiries requires a stable and high-quality data basis both for standard and customised products.

Objective   Internal cleaning of available product data and expansion of product data with classificatory data using eCl@ss.

Benefits/cost effectiveness   Hans-Jürgen Steeb, IT/ORG Manager:
"RITZ optimised its processes for customers and suppliers during the PROZEUS project and was able to resolve various issues by implementing solutions based on standards."

Project support   Institut der deutschen
Wirtschaft Köln *Consult GmbH*

Project profile

|	
Company	**VAF Fluid-Technik GmbH**
Location	Lichtenau, Saxony
Industry	Mechanical engineering/plant engineering
Employees	6
Annual turnover	EUR 0.8 million

Project title	Creation of a CRM system and online shop as well as a remote electronic plant maintenance system
Motivation	Improve customer loyalty and raise sales long-term. Increase the level of automation of corporate processes and streamline them.
Objective	Classify products and services for offering in an online shop. Improve customer service with a remote electronic plant maintenance system.
Benefits/cost effectiveness	Kurt Voigt, company executive: "Overall the project was very successful and useful. One tangible benefit are the 120 new customers in our online shop and new orders to the sum of around 180,000 euros. In addition we were able to reduce overheads by c. 15 %."
Project support	Institut der deutschen Wirtschaft Köln *Consult GmbH*

PROZE|u|S

PROZESSEund**STANDARDS**
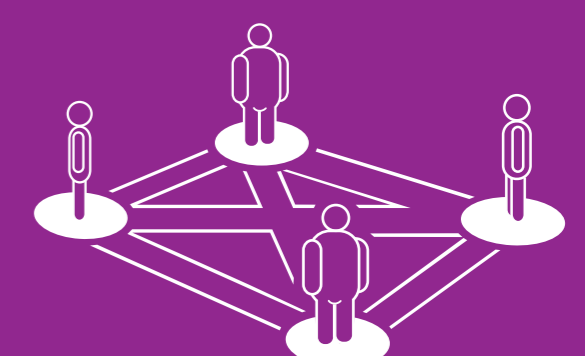
Project profile

|	
Company	BESSEY Tool GmbH & Co. KG
Location	Bietigheim-Bissingen, Baden-Württemberg
Industry	Metal working, metal processing
Employees	255
Annual turnover	EUR 54 million

BESSEY®

Einfach besser.

Project title Creation of a media-independent product database for an online shop, electronic catalogue and marketplaces

Motivation Shorten catalogue runs, automate order processing and increase customer loyalty.

Objective Centralise and standardise data management and maintain it media-independently. Optimise processes so that all publishing data can be generated centrally.

Benefits/cost effectiveness Hubertus Husung, head of Controlling/IT:
"eBusiness standards mean significant cost savings for BESSEY because all product data are captured only once and managed media-independently via a central information system."

Project support Institut der deutschen Wirtschaft Köln *Consult GmbH*
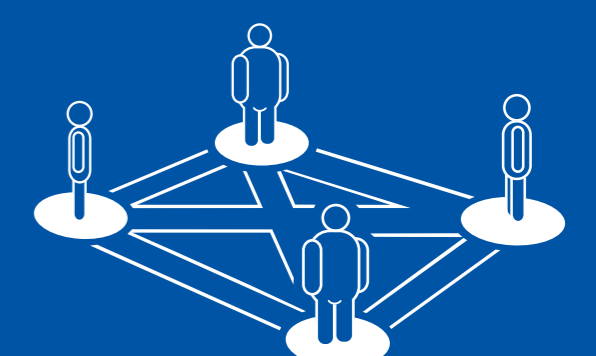
Project profile

|	
Company	Güde GmbH
Location	Plettenberg, North Rhine-Westphalia
Industry	Metal
Employees	50
Annual turnover	EUR 15 million

GÜDE GMBH

Project titles   Implementation of BMEcat 2005 to improve processes

Motivation   Improve the quality of electronic product data for data exchange with major accounts.

Objective   Classify product data for inclusion in electronic catalogues to exchange electronically with major accounts.

Benefits/cost effectiveness   Rolf Hoyer, Project Management:

"With eCl@ss and BMEcat we have been able to make savings of 30 % in process costs."

Project support   Institut der deutschen Wirtschaft Köln *Consult GmbH*

Federal Ministry of Economics and Technology

PROZE|u|S
PROZESSEundSTANDARDS
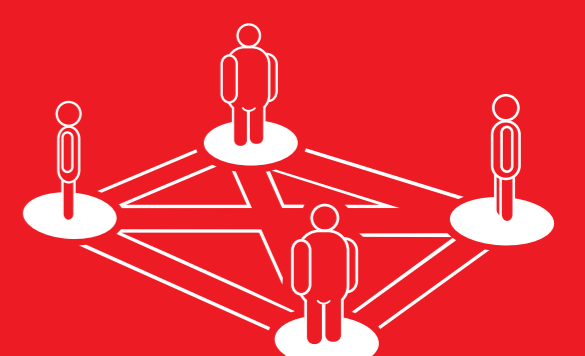
Project profile

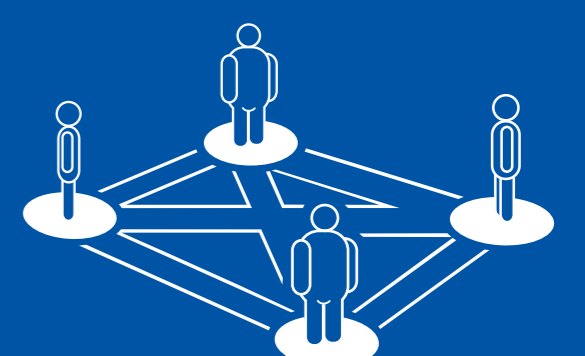|	
Company	Henke Treppen Vertriebs GmbH
Location	Lübbecke, North Rhine-Westphalia
Industry	Wood/metal
Employees	82
Annual turnover	EUR 10.5 million

HENKE ®

Project title

Implementation of an open source ERP system, materials and inventory management using eCl@ss

Motivation

The company is currently using various isolated applications, master data are not classified according to eBusiness standards, there is no standardised product data management system.

Objective

The objective of the project is to implement a standard open source ERP system for the areas inventory management, materials management, workflow management, logistics, production planning and control, product data management, master data management and customer relations management.

Benefits/cost effectiveness

Nils Rumprecht, IT Manager:

"The implementation of the new open source ERP system will help us to streamline our processes and restructure our product data."

Project support

**Institut der deutschen
Wirtschaft Köln** *Consult GmbH*

www.prozeus.de

PROZE|u|S

PROZESSEundSTANDARDS

Project profile

Company	KRIEG Industriegeräte GmbH + Co. KG
Location	Heimsheim, Baden-Württemberg
Industry	Metal
Employees	88
Annual turnover	EUR 11.6 million

KRIEG

**Project title**   Introduction of BMEcat 2005 and participation in catpilot

Motivation   Raise customer loyalty and improve customer service. Open up new sales channels for customers.

Objective   Create an electronic product catalogue and participate in electronic marketplaces.

Benefits/cost effectiveness   Gerhard Michels, company executive Mail Order Business:
"We have already reached ROI. With a 50% increase in online sales in the first quarter of 2007 alone compared with the previous year we have been able to advance our eBusiness sales significantly."

Project support   Institut der deutschen
Wirtschaft Köln *Consult GmbH*

PROZE|u|S

PROZESSE und STANDARDS
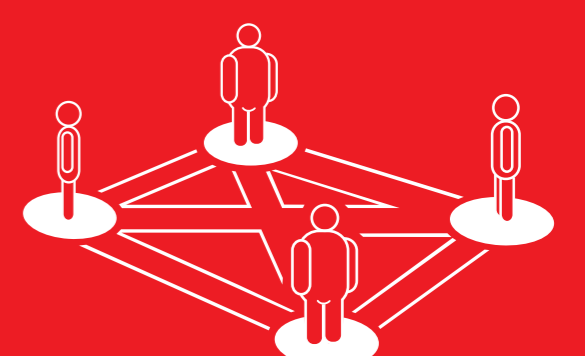
Project profile

|	
Company	Schmitz Lasertechnik Edelstahl- und Blechverarbeitungs GmbH
Location	Perleberg, Brandenburg
Industry	Metal production, processing and machining
Employees	55
Annual turnover	EUR 3.01 million

Project title
Master data management: optimisation of product data

Motivation
The necessity of implementing eBusiness standards for Schmitz Lasertechnik is determined by the requirements of forward-looking customers and the company's goal of simplifying work in an international environment.

Objective
Improve customer loyalty through the application of eBusiness standards.

Benefits/cost effectiveness
Arnold Brockmüller, Project Manager:
"The application of eBusiness standards has helped us as a small company to satisfy the needs of our large customers and at the same time position ourselves as a competent business partner."

Project support
Institut der deutschen
Wirtschaft Köln *Consult GmbH*
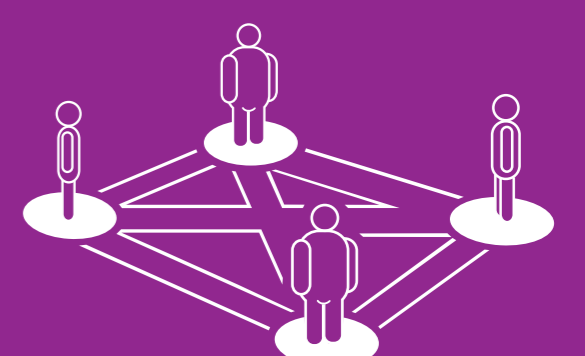
Project profile

Project title	Werkzeug-Eylert GmbH & Co. KG
Location	Chemnitz, Saxony
Industry	Industrial B2B
Employees	52
Annual turnover	EUR 12.4 million

WERKZEUG EYLERT seit 1937 GmbH & Co. KG

|	
Project title	Master data management using eCl@ss and catalogues using BMEcat for production-related tool distribution
Motivation	Despite growing use of the online shop, printed catalogues still have the highest acceptance rate with customers in this sector.
Objective	The objective is to introduce a database publishing system for rapid or fully automatic generation of the catalogue. The data will be captured and maintained so as to be available for all other media.
Benefits/cost effectiveness	Gisela Eylert, Quality Officer: "With more than 50,000 articles, up-to-date and well maintained data are crucial for generating catalogues in the tool distribution sector."
Project support	Institut der deutschen Wirtschaft Köln *Consult GmbH*
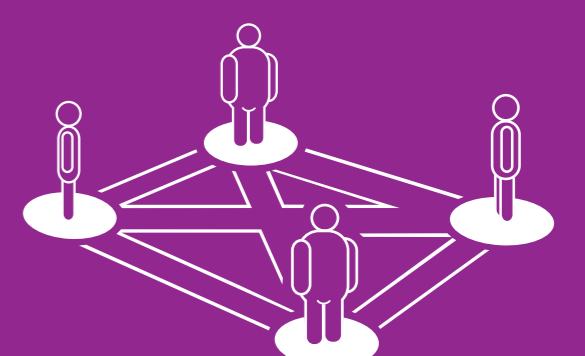
Project profile

Company	**Ilert GmbH**
Location	Horn – Bad Meinberg, North Rhine-Westphalia
Industry	Furniture
Employees	36

|	
Project title	Electronic invoices with digital signature
Project partner	Porta IT Service GmbH & Co. KG
Motivation	Ensure legal certainty, pioneering role for technical innovations, streamline processes.
Objective	Avoid collective settlement lists, lower costs for paper and processing.
Benefits/cost effectiveness	Malte Ilert, company executive at Ilert:
	"The digital signature has meant we were able to reduce the number of invoice transactions by almost half. This will save us 18,000 euros each year."
Project support	GS1 Germany
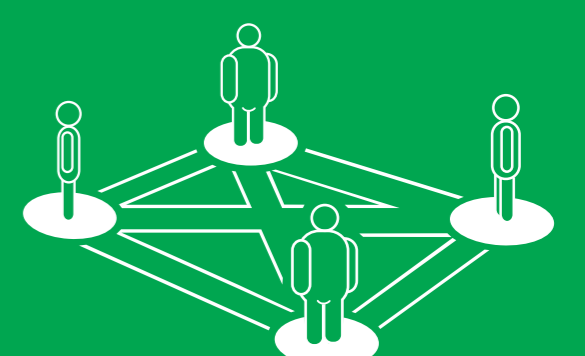
Project profile

Company	Alfons Venjakob GmbH & Co. KG
Location	Gütersloh, North Rhine-Westphalia
Industry	Furniture
Employees	180
Annual turnover	EUR 46 million

Project title   eCatalogues in CSA-PRICAT as the basis for efficient processes in the furniture industry

Project partner   tejo Möbelmanagement
Holding GmbH & Co. KG

Motivation   A standardised solution for the future instead of several individual solutions for each business partner.

Objective   Lower costs, reduce error quotas, avoid returns.

Benefits/cost effectiveness   Ralf Gieshoidt, IT Manager Venjakob:
"The industry is not capitalising on opportunities. At present very cost intensive solutions are in use; this makes us one of the pioneers. Thanks to this project we are able to save EUR 100,000 annually."

Project support   GS1
Germany

PROZE|u|S

PROZESSEundSTANDARDS
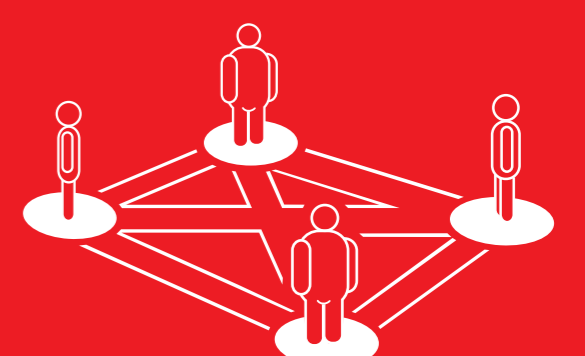
Project profile

Company	Ploß & Co. GmbH
Location	Barsbüttel, Schleswig-Holstein
Industry	Furniture
Employees	35
Annual turnover	EUR 10.5 million

Pl.ß
Ploß & Co.GmbH

Project title	Multi-functional implementation of RFID labels
Project partner	PT. Ploss Asia
Motivation	Optimise production processes in Asia; avoid erroneous deliveries and shortfalls and achieve optimum quality of products.
Objective	Ensure traceability of articles of furniture in order to better satisfy warranty and service requirements; quality assurance (certification of origin); batch management; avoid erroneous deliveries.
Benefits/cost effectiveness	Thomas Schmolke, Logistics Manager at Ploß: "We want to show that new technical solutions are feasible and financially viable for small and medium sized companies too."
Project support	GS1 Germany

PROZE|U|S

PROZESSEundSTANDARDS
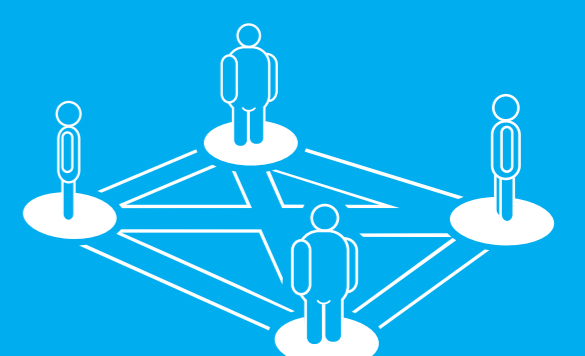
Project profile

Company	Fuchs & Schmitt GmbH & Co. KG
Location	Aschaffenburg, Bavaria
Industry	Fashion
Employees	100
Annual turnover	EUR 35 million

FUCHS SCHMITT

FEEL THE COMFORT

Project title

Controlling availability of goods at the PoS using OSA (Optimal Shelf Availability)

Project partner

Ludwig Beck AG

Motivation

Assume greater responsibility for sales and hence have more freedom to concentrate on choosing the collection and presentation of goods; always have the right amount of goods available and be able to react flexibly to fluctuations in demand.

Objective

Create more effective supplier-customer relations to increase sales and improve profitability and stock turnover. Ensure automatic deliveries of NOS (never out of stock) articles.

Benefits/cost effectiveness

Reinhold Milsch, Managing Director of Fuchs & Schmitt:
"These tried and tested solutions can be adopted 1:1 by other companies in the industry."

Project support

GS1
Germany
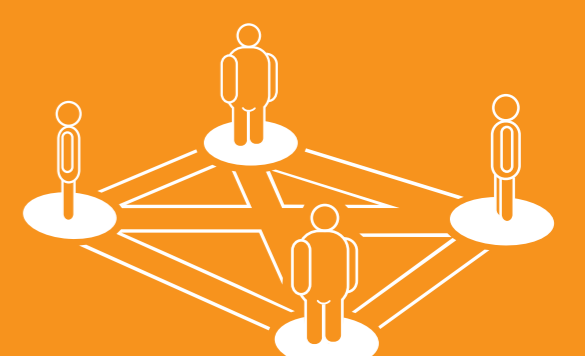
Project profile

Company	Hudora GmbH
Location	Remscheid, North Rhine-Westphalia
Industry	Textiles, sports equipment, clothing
Employees	40
Annual turnover	c. EUR 42 million

Project title

Tracking and tracing sports equipment – efficient logistic processes using EAN 128 and EANCOM®

Project partner

Spedition Gustav Mäuler GmbH & Co. KG

Motivation

Double data management, too many programs, no possibility to evaluate shipping data, better data recall facility.

Objective

Greater customer satisfaction, reduction in costs when tracing erroneous deliveries, greater efficiency in shipping.

Benefits/cost effectiveness

Nicole Dornseif, Manager Processes and Organisation at Hudora:

"With the PROZEUS project we were able to reduce the time and costs for tracking and tracing our deliveries by 95 %."

Project support

PROZE|U|S

PROZESSEund**STANDARDS**
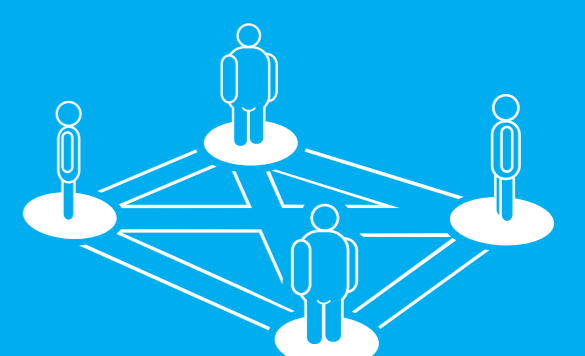
Project profile

|	
Company	Lemmi Fashion Vertriebsges. mbH & Co. Bekleidungs KG
Location	Fritzlar, Hesse
Industry	Clothing
Employees	23

LEMMi

Project title

Implement EPC/RFID at all levels of the supply chain through to PoS

Motivation

To date Lemmi has implemented RFID internally in closed systems. In future this technology will be implemented from the production sites to the shelves in the store – a completely new approach for an SMB.

Objective

The objective of the project is to observe the effects on sales in test and comparison stores – particularly the reduction in the number of out-of-stock situations and improved customer information.

Benefits/cost effectiveness

Götz Pfeifferling, responsible for IT at Lemmi:
"Lemmi and its trading partner want to prove that an innovative technology such as radio frequency technology can be implemented profitably in SMBs."

Project support

GS1 Germany

PROZE|U|S

PROZESSE*und*STANDARDS
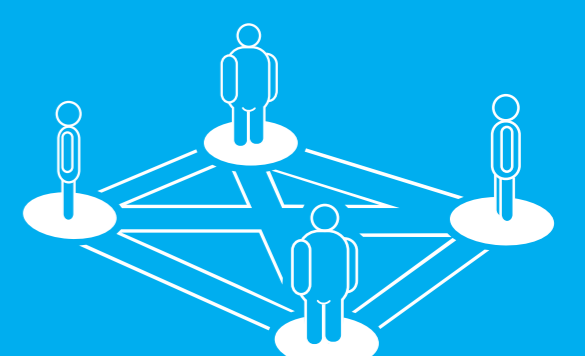
Project profile

Company	Roman Habermann
Location	Munich, Bavaria
Industry	Fashion accessories
Employees	20
Annual turnover	EUR 6.3 million

ROMAN **H** ABERMANN

Project title
Exchange notes for goods received (RECADV) and payment notes (REMADV) electronically

Project partner
Karstadt Warenhaus GmbH

Motivation
Secure and paperless data traffic; greater transparency and customer-supplier connection.

Objective
Expansion of electronic business traffic with trading partners: six new types of message will be exchanged in future (PRICAT, SLSRPT, INVRPT, ORDRSP, RECADV, REMADV)

Benefits/cost effectiveness
Jacques Lacroix, EDP Manager at R. Habermann:
"Many suppliers like ourselves are faced with high demands with regard to EDI. This project can be translated likewise to small businesses in the industry."

Project support
GS1 Germany