

abas ERP
abas eB



Schmalz and abas Business Software - A long-term ERP partnership



User report J. Schmalz GmbH

Industry

Vacuum Technology

Countries

USA, Germany, France, Spain, Italy,
Switzerland, The Netherlands

Project Overview

- International implementation
- Supporting the companies process-oriented organization
- Integrating eBusiness to reach vendors and customers worldwide



abas
ERP

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Vacuum technologies simplified with abas ERP

Midsized company J. Schmalz GmbH is a successful provider of vacuum technology. Established in 1910, J. Schmalz GmbH is a leading provider of vacuum technology. abas Business Software (ERP, PPC, MRP, and eBusiness) has been accompanying Schmalz's success story for over 25 years. Together, Schmalz mastered two reorganizations and entered the international market. abas ERP is not only being used at Schmalz headquarters, but also in France, Italy, Spain, Switzerland, the Netherlands, and the US.

“With abas ERP we have a flexible ERP system tailored to exactly our requirements.” abas Business Software allows us to be independent from a single economy and be present on the most important international markets,”

*Wolfgang Schmalz
CEO*

Process oriented organization

Schmalz is a modern, future-oriented company, which develops, produces, and distributes vacuum components, vacuum clamping, vacuum handling, as well as vacuum gripping systems. „We want to enthuse our customers. Thanks to a continuous improvement process in the company and process-oriented organization, we are able to provide high-quality products at an excellent price/performance ratio. This, together with an above-average service and consultation competence and high delivery reliability, inspires our customers,” says CEO Wolfgang Schmalz, and adds, „our company IT, structured around our abas Business Software, supports us enormously in this area. With abas ERP we have a flexible ERP system tailored to exactly our requirements. The software was implemented in 1992. At that time we had about 50 employees, today we employ six times as many just in our headquarters. The evolutionary system approach has perfectly accompanied our expansion over the years. In today’s fast moving world there is just no security that a product can be produced forever. Flexibility, innovation and business spirit are important policies we live up to daily in our company. It is also important to be independent from a single economy and to be present on the most important international markets. abas Business Software fulfills all our special requirements,” adds CEO Schmalz.



“We have a good feeling to have found a modern, flexible system which is continuously further developed and grows with our requirements. At that time ERP systems with an extensive function range were already available. But what do I need 100 functions for if I only need 30 and if the functionalities which are additionally required can only be provided through complex customizing,”

*Werner Fischer
Head of IT
Schmalz*

Nothing is as constant as change

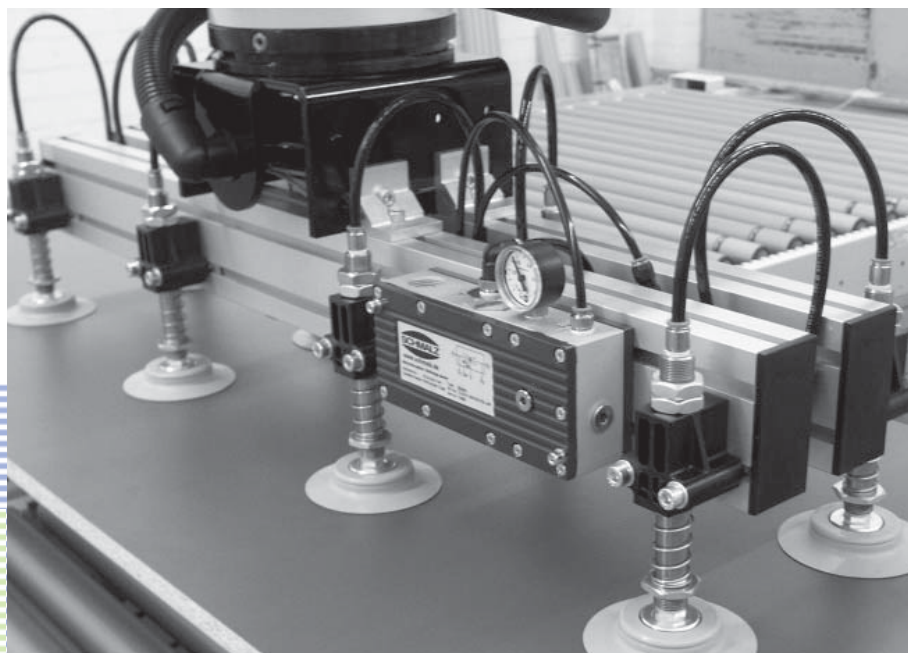
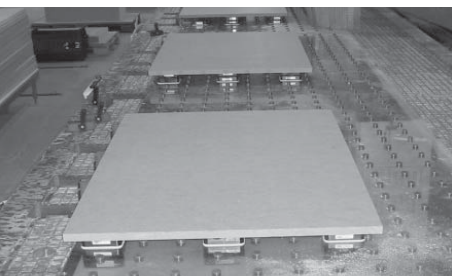
Werner Fischer, long-term Head of IT at Schmalz, clearly remembers the ERP implementation. „Before 1992 we were using index cards to make postings in the warehouse. The decision was made to implement an ERP system. We were asking ourselves if it would be better to select a product which had already reached its peak or if we should invest in a flexible, modern system. The decision was made in favor of abas Business Software. We have had a good feeling to have found a modern, flexible system which is continuously further developed and grows with our requirements. At that time ERP systems with an extensive function range were already available. But what do I need 100 functions for if I only need 30 and if the functionalities, which are additionally required can only be provided through complex customizing,” summarizes Fischer.

"abas Portal technology enables new possibilities to optimize knowledge management and communication with our customers and vendors. Every employee is able to create an individual workspace with applications and information needed for daily work."

*Werner Fischer
Head of IT
Schmalz*

Easy to update

The first reorganization at Schmalz including abas Business Software took place in 1996. A reorganization from a „normal“ to an innovative team organization was carried out. Everything was now in the group’s responsibility. According to the motto, ‚Everything is possible‘, the IT department will now only be consulted if an adjustment has to be carried out. Two full-time employees support approximately 200 concurrent users at Schmalz headquarters. The Head of IT continues: „Due to the updateability of abas Business Software our company is in a good position in terms of IT. Every year we import a main update. We generally do not need longer than one weekend. When carrying out a main update for other ERP systems on the market, the application stands still for weeks. If I compare this to ABAS, we have made the right decision.“

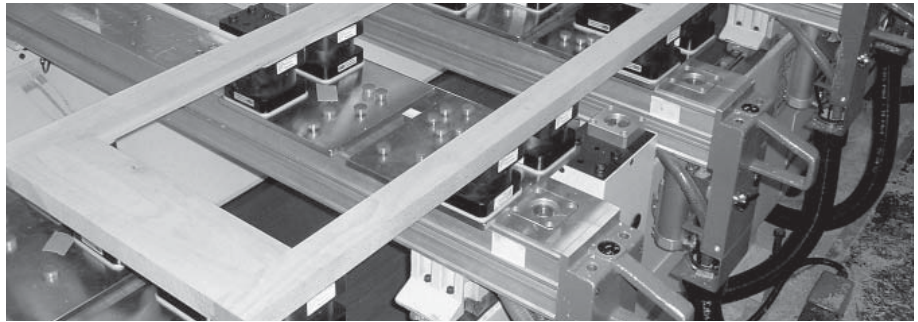


Good software without a good partner does not work

Schmalz and ABAS are midsize companies. The cooperation with ABAS started almost 30 years ago. It has paid off for both companies since Schmalz only wanted to work with one IT provider - who would be as important to them as the other way around. This became apparent when looking at possible influences on further software development. If there is a need for action, Schmalz is able to contact ABAS management, product department, development, and even the software company’s founder quickly. Schmalz is actively participating with the abas ERP user group. The user group communicates online and meets once or twice a year. Employees from the development and support groups of ABAS Software AG are also invited to those meetings. Direct exchange of information is highly efficient and provides all participants with a good orientation of the software’s development.

Long-term ERP partner

A standard business software which has to be exchanged every few years is out of the question for Werner Fischer, „For us, abas ERP is essential. All processes must be represented securely and quickly, today and in the next five years. Requirements of our customers are continually increasing. Through the evolutionary and flexible system approach of abas ERP we have just the right system for this. Looking at the economic situation of our ERP provider, our decision for ABAS at the beginning of the nineties was the right thing to do. Many well-known providers from that time are no longer on the market, but ABAS is continually growing. We really like ABAS' independence from banks and investors. We have a partner, which we can trust.“ Multilingualism is an important factor for Schmalz when it comes to the long-term security of its investment in abas ERP. The vacuum specialist optimizes internal processes beyond borders. Only one click in abas ERP is necessary to create a new product and data will be available in all Schmalz ERP locations worldwide.



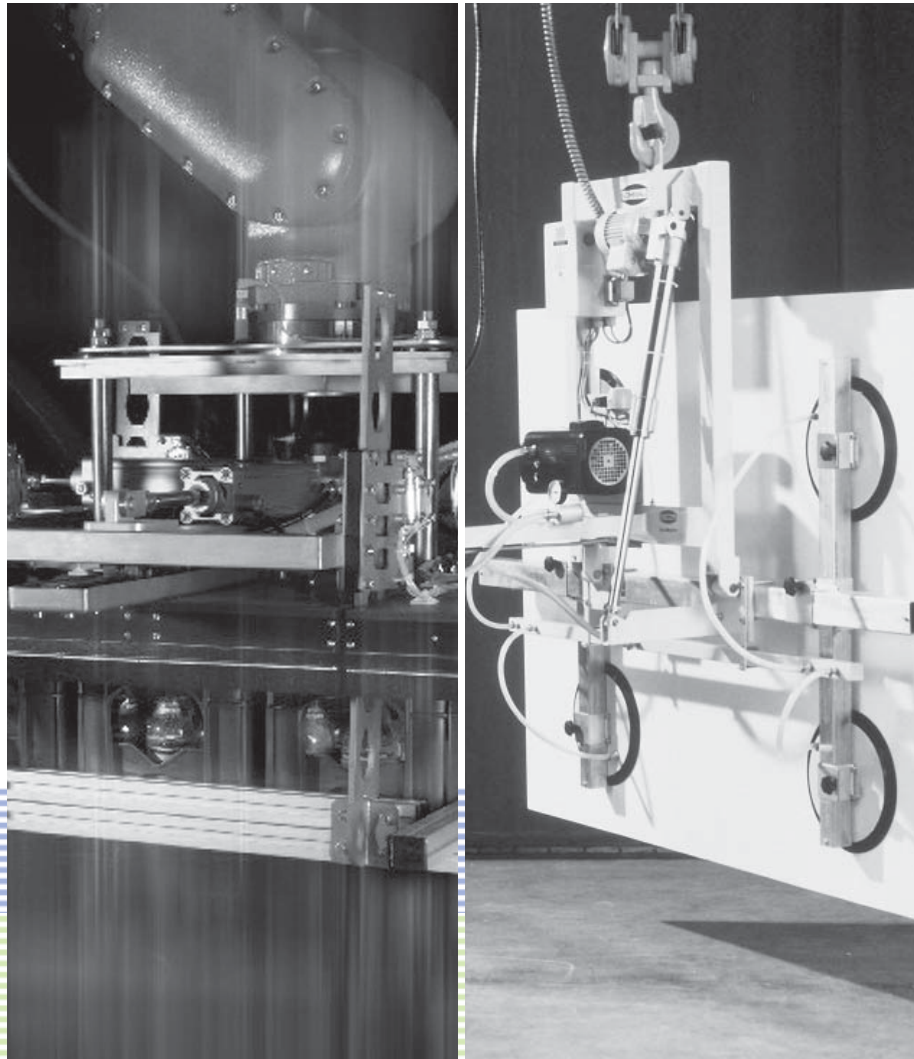
Transparent and optimized processes

During the reorganization project, three individual business areas were represented. These business areas are now working in a process organization with individual cost responsibility, which are represented in abas ERP. „Now we have transparent and optimized processes,“ says Head of IT, Fischer. In the new structure, a customer order is recorded by sales order processing of the respective area. An availability check as well as scheduling is started automatically. The paperless process is directly sent to the warehouse and will be displayed in outstanding deliveries. Picking takes place in form of labels. By clicking on a single button, abas infosystem creates the packing slip and the invoice will be generated and printed automatically.



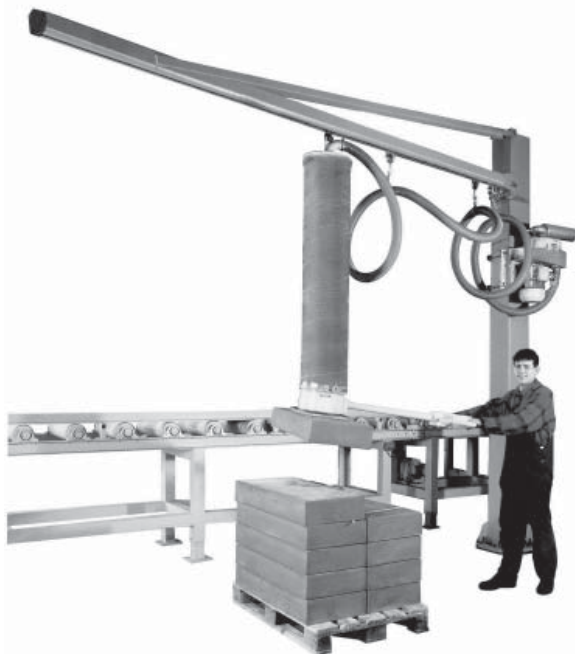
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Increasing productivity and saving costs

Through reorganization, the error ratio at Schmalz was reduced considerably. Increased transparency and an up to 30 percent reduction of lead times results in cost savings and increased productivity. It is now possible to carry out a target group-specific data export via a multilingual product catalog. This increases efficiency at the vacuum specialist.

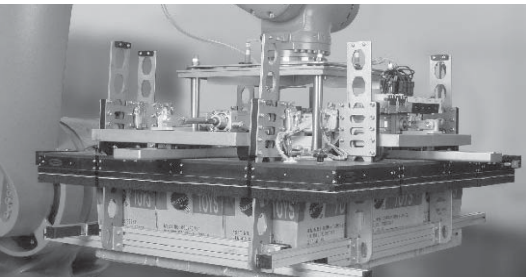


High performance workplace

Schmalz uses abas portal integrated in abas Business Software. Portals have become an essential tool of business intelligence and communications. They enable a flexible exchange of information. Companies can specifically use data from various software applications, can link them, connect them to information from the world wide web, and represent them in a structured way for different target groups. Head of IT Fischer said „abas Portal technology enables new possibilities to optimize knowledge management and communication with our customers and vendors. Every employee is able to create an individual workspace with applications and information needed for daily work. Everyone can also actively participate in standard applications such as wikis, online forums, or surveys. The applications integrated into abas ERP via portlets enable entirely new forms of networking.“ Schmalz is in a good position for an innovative and successful future.

Supporting partner:

ABAS Projektierung GmbH



abas Business Software

abas Business Software is a flexible, adaptable and future-proof complete business solution (ERP, PPC, MRP, eBusiness) for midsize companies. The flexible ERP standard software optimizes business processes in the company. Manifold optional Web and eBusiness applications can be implemented. The clear structure and well thought-out implementation strategy of abas Business Software enables a short implementation period, as well as a trouble-free integration into the company structure. Specific requirements can be integrated into abas ERP at a minimal effort. New functions and technologies are constantly added to the standard software. As a result, abas users are always using the most up-to-date product. abas Business Software can be run using Linux, Unix and Windows. ABAS has supported the open source operating system Linux on the server-side since 1995. Approximately 80% of over 2,200 abas installations are based on Linux. Linux has proven to be a cost effective, stable and high performance system on both the server and the client side.

The service spectrum includes: sales/sales order processing/shipping, purchasing/purchase orders, warehouse management, scheduling, logistics, materials management/MRP, production/PPC, financial accounting, fixed asset accounting, cost accounting, controlling, Web applications, eBusiness, portal, etc.



Company profile

ABAS Software AG is a leading provider of cost-effective ERP solutions for midsize manufacturers and distributors. More than 2,200 customers have chosen ABAS as their IT specialist and work successfully with the internationally applicable abas Business Software. ABAS, established in 1980 and once characterized by students, has now become a global network of companies. ABAS Software AG in Karlsruhe employs more than 120 people, and together with over 50 abas partners ABAS employs approx. 600 employees worldwide. The abas software partners provide a wide range of services including implementation, customization, hardware and network support. ABAS also provides on-site support and ensures short reaction times and high service quality. International partners in Germany, Austria, Switzerland, Hungary, Romania, Bulgaria, Turkey, Czech Republic, Slovak Republic, Poland, Ukraine, Russia, the Netherlands, France, Italy, Spain, Iran, Indonesia, India, Sri Lanka, Malaysia, Singapore, Vietnam, Thailand, China, Hong Kong, Australia, Mexico, and the USA represent the ABAS Software AG throughout the world. The partner network is continuously being expanded.



Schmalz

Schmalz is a family-run company and acts long term. Its philosophy is based on the principle of sustainability and economic success, while respecting environmental and social responsibilities. This ensures independence and the necessary freedom of management. As a company with 450 employees that acts globally and offers innovative products and services, Schmalz provides its customers efficient solutions tailored precisely to their particular applications' requirements. Schmalz inspires its customers everywhere with production processes that are designed more efficiently through the use of vacuum technology.



Your abas Software Partner:



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