



## C. & E. FEIN

# CONNECTING SUBSIDIARIES WORLDWIDE WITH SAP® BUSINESS ONE FOR STRONGER SALES

The robust power tools made by C. & E. Fein GmbH are in high demand worldwide. With a groupwide reporting and planning system based on SAP® solutions, and using the SAP Business One application as the standard software for its international subsidiaries, the company has a strong base for successful sales.

### QUICK FACTS

#### Company

- Name: C. & E. Fein GmbH
- Location: Schwäbisch Gmünd, Germany
- Industry: Industrial machinery and components
- Products and services: Development and production of power tools for the metal, interior construction and renovation, and automotive industries
- Employees: 960
- Web site: [www.fein.de](http://www.fein.de)
- Implementation partner: SAP® Consulting

#### Challenges and Opportunities

- Set up a company-wide planning and reporting system
- Integrate internal workflows with the logistics processes of external warehouse service providers

#### Objectives

- Establish the SAP Business One application as the single, company-wide solution for all subsidiaries
- Connect subsidiaries to the central enterprise resource planning (ERP) system
- Map intercompany scenarios in the logistics process, from purchase orders to billing
- Integrate SAP Business One with the existing SAP NetWeaver® Business Warehouse component

#### SAP Solutions and Services

SAP Business One and the integration package for the SAP NetWeaver technology platform

#### Implementation Highlights

- Straightforward administration and configuration effort, and a short installation period of 3 months
- High level of employee acceptance
- Centrally hosted system
- Live to date: Hong Kong, Italy, Spain, Slovakia, India, and Denmark (additional countries planned)

#### Why SAP

- SAP software is the company standard
- Manageable implementation efforts
- Flexibility to deploy SAP Business One add-ons thanks to a standard interface
- Security of investing in SAP software

#### Benefits

- Users were able to learn the application quickly, enabling fast time to value
- Improved data quality
- Synchronization of material master data
- Integration of third-party logistics processes
- Availability of price lists in multiple currencies
- Increased subsidiary transparency through integrated management
- Complete, integrated sales functionality for quote calculation, delivery and invoice management, and customer relationship management
- Ability to flexibly expand the solution to international subsidiaries

“With SAP Business One and the integration package for SAP NetWeaver, we can quickly connect our international subsidiaries to our central ERP system. This allows for a company-wide view of all sales processes and key figures.”

Otto-Max Herbstritt, IT Director, C. & E. Fein GmbH

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