



SUCCESS STORY

Full energy in IT

CUSTOMER FRIENDLY & SOLUTION ORIENTED

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Sometimes circumstances force a company to implement new enterprise software. If the right choice of ERP system, ten years later it will still be technologically up to date and meet all the company's typical business processes and market requirements such as Industry 4.0.

Promet AG, headquartered in Kirchberg, Switzerland, and with a production site in Neutraubling, Germany, near Regensburg, is a leading specialist in the engineering of solutions for power and control technology. The products, which are mainly made of copper and aluminum, find their customers worldwide in solar and wind energy, hydroelectric power plants and e-mobility, battery production and mechanical and plant engineering. From small flexible copper connections used in batteries in e-mobility to 2-ton assemblies used in wind turbines or converters, the company with its 95 employees manufactures all parts with the highest possible automation.

In addition, Promet supports its customers in the design and planning of wiring systems, busbars and electromechanical assemblies and their automated or semi-automated assembly with robotic systems. The range of services also includes the production from prototype to series as well as the preparation and execution of the final test including acceptance and logging. The procurement of all relevant parts as well as the coatings are also part of the scope of services. Sales are organized via partner companies, the so-called solution providers. Each partner company must prove its competencies in advance. The solution provider is then certified according to strict global and uniform criteria. Systematic training and promotion are part of the program, and the same standards apply as for Promet employees.

IT reaches its limits

When a production site was set up in Denver, Colorado, in 2011, the company's IT system reached its limits, the company's IT at the time reached its limits. „Our IT systems were not multi-language capable and the demands on our ERP system increased markedly. The increasing complexity and processing of production orders prompted us to start an evaluation for a new ERP system. The focus was primarily on production planning and con-

trol," recalls Roger Graf, CEO of Promet AG. The strong focus on production control was mainly due to the extraordinarily high degree of automation in production.

In the first evaluation, ten ERP providers were tested on the basis of a sophisticated requirements matrix. After this first test, four vendors were left, and their solutions were intensively tested. In addition to the evaluation according to the matrix, this also included visits to reference companies, which each software vendor had to name. There you could experience the systems in real operation and take into account the experiences of the users in the selection. "CaniasERP has clearly emerged as number one, the ERP standard was by far the best able to cover our needs," explains Graf and mentions another very individual requirement: "We are at home in a very small niche and should be one of the largest in Europe Be a copper processor. Copper is very volatile on the stock exchange, so we have to safeguard that in our transactions with our customers. We have to charge the customer for any stock exchange differences. If the stock exchange price falls, the customer receives a credit. We were able to automate these calculations ourselves with the open source code that is supplied with caniasERP. At that time, none of the other software manufacturers had a suitable solution." Thus, the copper price is now taken from the Internet once a day, just as it is with currencies, and included in the SAL documents when they are created.

Flexible, individual standard

However, the ERP standard caniasERP from the Karlsruhe-based Industrial Application Software GmbH (IAS) has also prevailed for other reasons besides its open source code. "A major advantage is the clarity and transparency of the production orders. Today, up to 300 different, production orders go into our production every day. All the work steps are reported back in real time with scanners. This has enabled us to significantly optimize deliv-

ery times for our customers, and there are fewer partial deliveries and less internal hectic," says Marco Eberhard, the IT manager. He also mentions the traceability, which can be 100 percent ensured for each individual product via the production order, the batch number of the raw material used and all the way to the ore mine.

If a globally successful company has been using the same ERP software for almost ten years, this can be seen as the exception rather than the rule. CEO Graf knows that competitive companies today must constantly adapt to new market needs, and the ERP system is one of the most important tools in this process. "We can't afford to make mistakes in the office, which is why we are constantly working on optimizations, especially within the software processes. IAS provides us with exemplary support in this area and is able to empathize well with our processes and implement them accordingly," says Graf. This is made possible by the source code provided by IAS and the TROIA programming language and development environment that IAS has developed in-house. "Over time, challenges and processes change again and again in every company. Being able to adapt the software quickly and without complications to suit the individual company is a real highlight and gives the solution great flexibility," adds Eberhard.

controlled by the software via sensors. In conjunction with canias4.0, we are celebrating Industrie4.0."

The IAS software is now used in all areas of the company. The sales department works with CRM and the sales module, the purchasing department uses production and capacity planning as well as concurrent and final costing are used. Accounting, materials management and document management are also handled with the ERP system from Karlsruhe. "In addition, there is a high level of employee acceptance. The system works and is regarded as extremely user-friendly. Even new employees confirm this after a short time," says Eberhard. And the CEO also appreciates concrete advantages: "Thanks to the very high transparency, we can see relatively early on how incoming orders are developing in relation to capacity in production. This gives us enough possibilities, for example, to deploy personnel reinforcements and plan raw materials. And with our manufacturing capabilities à la Industrie 4.0, we can also hold our own against Chinese competitors." The possibility, to make simple, individual adjustments to the software to suit business processes thanks to the open source code itself also provides the security of always being able to react quickly to changes. "The customer-friendly and always solution-oriented cooperation with our IT partners from IAS and our successful work with the ERP system consolidates our conviction that we made the right choice ten years ago with caniasERP," sums up CEO Roger Graf.

„Thanks to canias4.0
we can hold our own
against competitors “

From: Volker Vorburg

Fit for the present and the future

In addition, the modular software already offers the possibility in the standard version to build up industry-affine ERP solutions and to keep them up-to-date with the corresponding updates. "We didn't have to take every update with us, yet today we are up to date with the current version canias4.0," smiles the IT manager. And Roger Graf notes: "As a Swiss company, Industry 4.0 has been a priority topic for us for quite some time. Our robots and fully automated production cells produce busbars made of copper and aluminum in 24-hour operation without even one employee having to be present. The orders and articles are entered once in canias4.0 and then manufactured unmanned by machines



