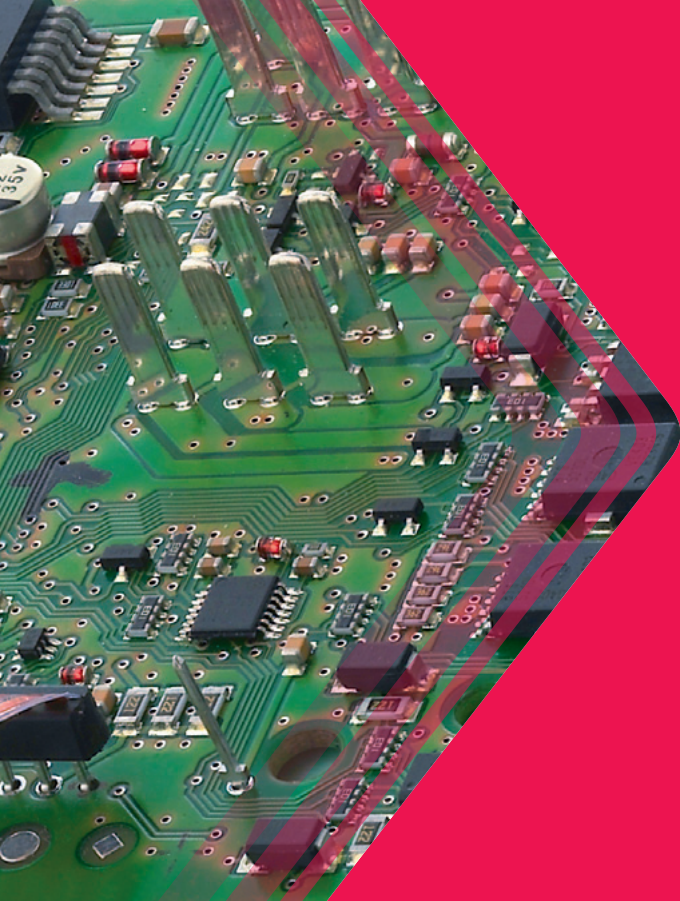


SUCCESS STORY

› **ADAPT**
ELEKTROTECHNIK
GMBH



ADAPT ELEKTROTECHNIK GMBH

HIGH-TECH CABLES FOR ALL APPLICATIONS

INDUSTRY

- Electrical engineering/electronics industry
- Component production

PRODUCTS

Innovative solutions in all joining technology fields:
From conventional round cable assembly to
customer-specific assemblies with mold casting
to film joining technology

NUMBER OF EMPLOYEES

280

LICENSES

73

USES ABAS SINCE

2004

LOCATIONS THAT USE ABAS

Germany, Czech Republic

WEBSITE

www.adapt.de

ADAPT Elektronik GmbH in Lower Franconia has been developing and producing high-tech joining technology for 40 years. The products from Großheubach are in demand around the world and used in plant engineering, the automotive sector, industry, military technology, aviation and aerospace, medical technology, and ambient lighting. In 2003 the ERP software used by ADAPT reached its limits due to a lack of important functions and modules. These however were essential for ADAPT to realize planned process optimizations. So the midsize enterprise started looking for a new ERP software. The choice was abas. Decisive factors were that abas ERP can be used in both small series and mass production, and that the system is flexible enough to keep adapting to changing requirements. Since going live in January of 2004, ADAPT has been largely optimizing its internal and overall business processes itself with the ERP software. The company is becoming more profitable year after year thanks to efficient workflows.





DECADES OF EXPERIENCE

From conventional round cable assembly to customer-specific assemblies with mold casting to film joining technology, the joining technology specialist ADAPT meets the high requirements of the market. ADAPT develops and produces customer-specific solutions at its headquarters in Großheubach near Miltenberg and the subsidiary plant in the Czech Republic. ADAPT's expertise is highly valued across industries. ADAPT joining technology is found in many fields, from incubators to medical devices to wind power plants for offshore parks. Customers benefit from the company's decades of experience in every development step. Michael Schneider, Manager Finance: "ADAPT produces tailor-made joining technology, developing the best possible solution in cooperation with our customers. Our high degree of vertical integration in our own plant ensures that projects are realized quickly. A smooth process flow is essential to guarantee the high quality of our products. We produce medium and small series, no mass products." Authorized signatory Schneider mentions the CERN project (Conseil Européen pour la Recherche Nucléaire) as an example of leading-edge technology where ADAPT joining technology was installed. ADAPT in cooperation with RWTH Aachen University developed and assembled all cables for the superlative Swiss particle accelerator.

PROFIT OPTIMIZATION THROUGH TRANSPARENCY

ADAPT launched abas ERP in 2004. The intention was for the company's profitability to permanently increase into the double digits through optimized workflows. That was not possible with the old ERP software. Dieter Hocke, System Administrator at ADAPT: "Before 2004, we were working with a powerful but very rigid solution. Anything not included in the standard system had to be bought at high cost from the system vendor. Since the needs of our customers are always changing, our company management decided to look for a new ERP system. It had to deliver reliable key indicators to manage the company, and needed to be adaptable in-house by ADAPT." Michael Schneider, Manager Finance at ADAPT, adds: "We found adapt convincing and placed our order. Key factors included a price that is affordable for a midsize company, the functionality allowing us to map all of our different production processes and the wholesale trade, the software's outstanding flexibility, and the openness of the system for the integration of additional applications like our production data acquisition system."

"The abas system is stable. With abas, we are able to structure administrative processes so they are streamlined throughout the company."

Michael Schneider

Avid reader. Sings in a choir.

Authorized Signatory, ADAPT Elektronik GmbH.



OBJECTIVE ACHIEVED

"An ERP system has to keep on developing," says Michael Schneider, emphasizing the great importance of adaptability in enterprise IT for ADAPT: "IN 2006, we implemented material valuation that is included in the standard ERP system, in part to determine the contribution margin for our orders. While we used to focus on sales, we now have no orders without a positive contribution margin. Until 2006, incoming orders were immediately entered in the ERP system and produced. Only then was data transferred to Cost Accounting. Today we produce blanket orders for many customers in advance and transfer the data to Cost Accounting immediately. Thanks to our ERP system, we now know exactly what costs are incurred where and how much money is earned where. With abas, we quickly achieved our profit optimization objective by continuously improving processes and workflows in the company."

INTERNATIONAL BUSINESS SOFTWARE

ADAPT uses abas in all parts of the company. For example, Sales and Purchasing work together closely on incoming orders. Sales can immediately see the inventory of the goods being sold, has access to the item purchase prices at the push of a button, and is up to date through blanket orders and call orders. ADAPT has made appropriate changes to the software interface. Every employee can instantly access the information they need. Data is only

input once and is available in a highly integrated form. Errors due to the time-consuming transfer of data from one application to another in the past have also been eliminated today. The ADAPT plant in the Czech Republic works with abas as well. The software can be installed and localized in many countries, including the Czech Republic. Here the software runs on its own server and exchanges data with the server in Großheubach.

INFLUENCE ON FURTHER DEVELOPMENT


System Administrator Dieter Hocke also wants to influence the further development of his ERP system. Therefore, ADAPT became a member of the abas User Group EUG. That is where companies using the system gather points for the software development plan and submit them to the provider. "The EUG meets at least once a year and consistently tracks the topics at abas. A lot of requested functions we prioritized there are now available in the standard system. Thanks to extensive networking in the user group, I am always up to date about upcoming projects and the latest developments in abas ERP. With abas ERP, we can do a lot of things ourselves. abas has a simple script language to make changes quickly. But when it comes to software upgrades, the upgrade is easier the closer you are to the standard. Therefore, we usually roll back our customizations in favor of the standard system when our custom functionality becomes available in the new version of our

ERP system through an upgrade. The best thing is that abas upgrades are non-critical, even with adaptations and customizations. Our experiences have been very good. We have a test client where the new version of the software is extensively tested before we install it. Then the upgrade is implemented over the weekend. We have never needed more than four days for an upgrade, including preparation and follow-up. All customizations, such as our barcode scanning solution in the warehouse and production, are fully retained and continue to work without problems."

USING IT PROPERLY

"In principle, a part-time employee does our financial accounting today," is how Michael Schneider describes one of the benefits realized by ADAPT with its enterprise IT. "With our ERP system, we were able to structure administrative processes so they are streamlined throughout the company. Financial accounting is only as good as the utilization of the ERP system's possibilities. That applies to all parts of the company in principle. The continuous improvement process is very IT-dependent, for example on our QM

(quality management) and DMS (document management system). In the new versions, abas always offers innovative features that harbor great potential savings when they are used correctly. Transparency in the company has steadily improved through the extensive integration of applications in abas ERP. We have a complete overview with fast access to data, so we can draw the right conclusions," Michael Schneider says. ADAPT is planning to introduce a CRM system as a meaningful expansion of the ERP software going forward. It will help specify even clearer structures and workflows. Which solution will be used and what the technical implementation will look like is still being clarified. Expanding the mobile apps is also being reviewed in this context.

A black and white portrait of a smiling man with short dark hair and a goatee, wearing a light-colored button-down shirt. He is standing in front of a blurred industrial background, possibly a factory or warehouse. The image is partially overlaid by a large, stylized pink arrow graphic pointing towards the left.

"The ERP solution integrated in all departments consistently ensures greater efficiency and transparency in our processes. The program is straightforward, easy to understand, yet comprehensive. abas understands our needs. We highly value the professional support with customer proximity, especially the dedicated consulting and cooperation in finding solutions to meet our special requirements."

Dieter Hocke,
System Administrator



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