



REFERENCE REPORT

› SPECK PUMPEN
WALTER SPECK
GMBH & CO. KG



ABAS ERP ENSURES 50% SHORTER DELIVERY TIMES AND IMPRESSES WITH MAXIMUM FLEXIBILITY AND CUSTOMIZABILITY

INDUSTRY

Mechanical engineering

PRODUCTS

High quality pumps and compressors for industrial applications

NUMBER OF EMPLOYEES

700 worldwide

LICENSES

210 worldwide

USES ABAS SINCE

2008

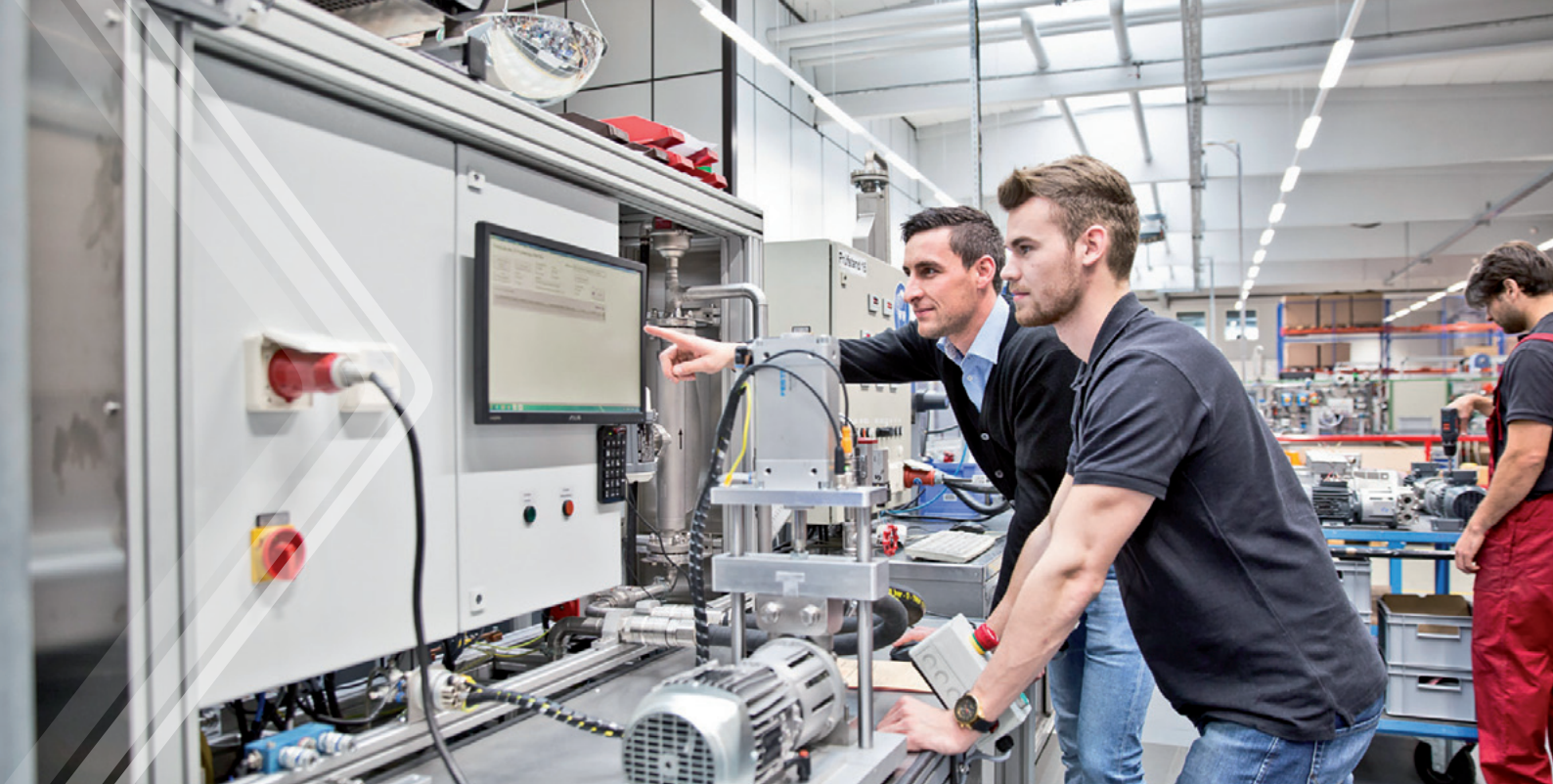
LOCATIONS THAT USE ABAS

Germany, France, Austria, USA

WEBSITE

www.speck.de

Since their founding in 1909, the Speck Group has been one of the primary drivers of innovation in the field of liquid and gas pumping. Today, their portfolio includes various pumps, compressors and motors for diverse industrial applications: From medical technology, the chemical, pharmaceutical, plastics and automotive industries to wind turbines and temperature control and cooling devices. The company manufactures their products primarily on an order-by-order basis and according to individual specifications and supplies OEMs and plant engineers in over 80 countries worldwide. Production not only takes place at the headquarters in Roth, near Nuremberg, Germany, but Speck also operates its own production facility in China and sales companies in France, Spain, Thailand, Japan, Taiwan, Australia and the USA. Due to continuous growth and a high variety of products, the pump specialist is dependent on an agile IT infrastructure capable of being adapted to individual processes with as little effort as possible.



Speck therefore decided to implement abas ERP back in 2008 and has benefited to this day from the high flexibility and user-friendliness of the solution for midmarket businesses. In particular, the ease of customization while maintaining update-compatibility delivers great added value: Speck can also map special processes in the software without jeopardizing the future security of the system.

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“In the abas world, the motto really is: 'Nothing's impossible'. Even if many processes are near to the standard, there are always deviations somewhere that have to be mapped quickly in an ERP system.”

Torsten Hahn, COO and Authorized Signatory

THREE COMPANIES – ONE ERP CLIENT

The challenge for Speck in Roth lies in three individual companies divided by product groups that require a common ERP client but are strictly separate from an accounting perspective. Thanks to the tried-and-tested 7-step abas GIM (Global Implementation Method) methodology, the implementation went smoothly and the ERP system was able to go live according to plan. “I was initially opposed to the implementation method, in part because

I felt that I already knew our requirements and what we needed. But the experience was eye opening and I can only recommend the procedure to everyone today,” explains Torsten Hahn, COO and authorized representative of Speck Pumpen Walter Speck GmbH & Co. KG. The software has been supporting the mechanical engineers in all areas of the company for more than 13 years without any downtime and forms the data-supported basis for all business processes. Compared to the isolated solutions that the mechanical engineers had used previously, abas ERP delivers a significantly improved workflow organization, streamlined processes, and a high level of information transparency.

DELIVERY TIMES HALVED THANKS TO ABAS ERP

A major benefit can be seen in the area of sales planning, since abas ERP contributes to a significant improvement in the delivery deadlines situation: Manually managing production orders is a thing of the past and the entire process is fully automated. This is not only an advantage when changes are made to orders, since reworked plans are automatically adjusted and production errors avoided – the ERP solution also drives process efficiency across the board. This way, Speck was able to reduce the delivery time from around 3 to 5 months to around 6 to 10 weeks and thus achieve a time saving of about 50%. In addition, the sales planning has helped to reduce inventories in the long term and has proven to be a valuable safeguard during the delivery difficulties caused by recent crises: Because the required end products are divided directly into BOMs by abas ERP, Speck can commission vendors with sufficient time buffers and react significantly faster.



MULTISITE CREATES EFFICIENCY

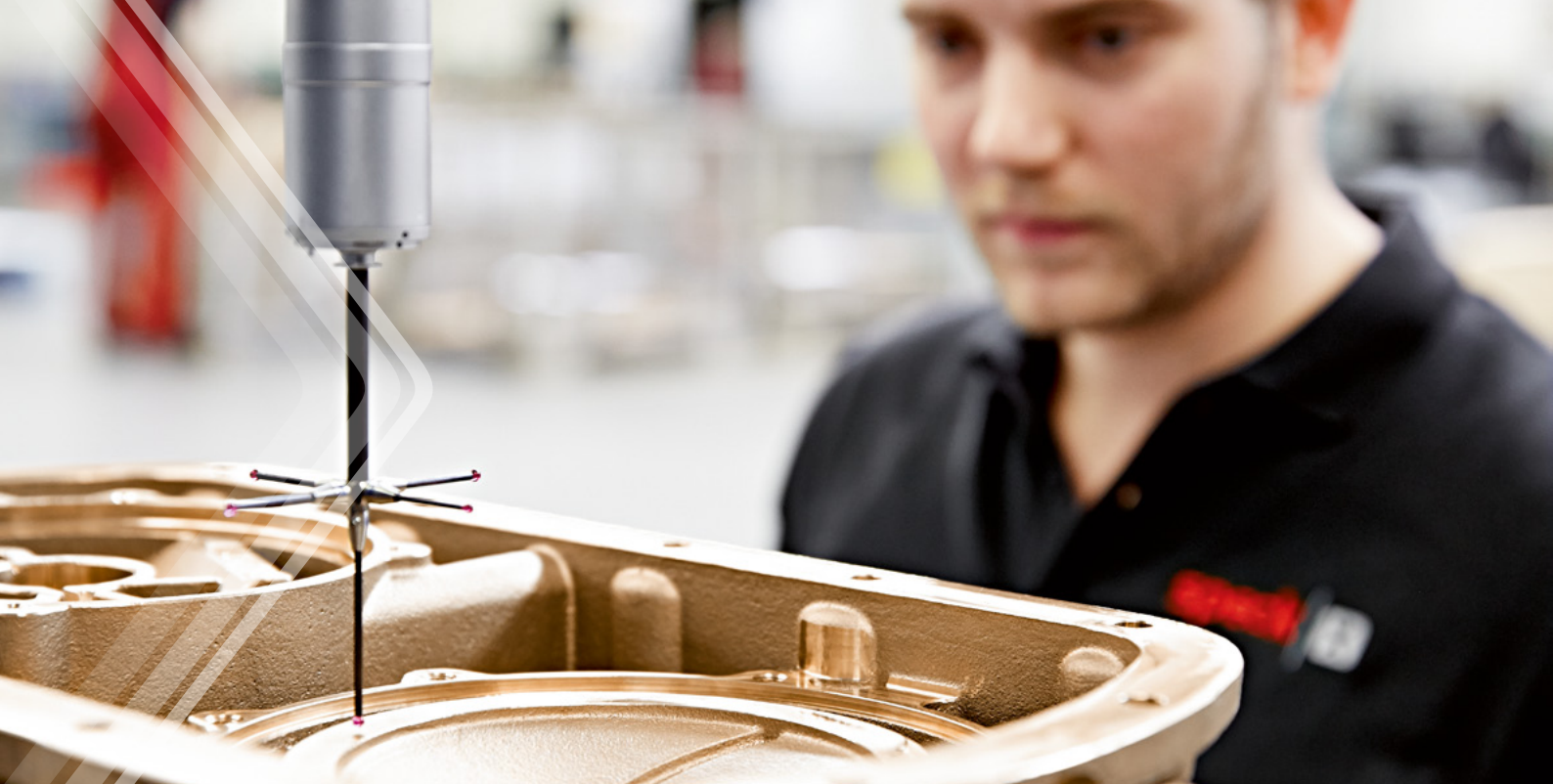
Due to their strong international orientation, the group of companies also achieves significant added value thanks to the Multisite and the multi-client capability of abas ERP. The connection to the foreign locations enables master data to be exchanged in real time: For example, when selling to the US branch, the appropriate incoming packing slips are generated directly in their system and downstream processes, such as scheduling and delivery date calculation, are automatically triggered after the order is released. As a result, Speck benefits from significant relief in the area of administration and can handle these processes more easily and in a shorter time.

GUARANTEED UPGRADE-COMPATIBILITY DESPITE CUSTOMIZATIONS

Another important feature for Speck is the adaptability of the ERP software. abas ERP's high level of customizability makes any number of special features achievable, for example, a large number of variants can be mapped effortlessly and the system can be adapted to new requirements as they arise. "In the abas world, the motto really is "Nothing's impossible," according to Torsten Hahn. "Even if many processes are near to the standard, there are always deviations somewhere that have to be mapped quickly in an ERP system." At Speck, this includes quality management and the area of service. For example, the mechanical engineers

use their own service module that maps the entire process, from the recording of a warranty claim to the return of the goods, including damage reports, photos, and descriptions of the parts in question. One USP Speck in abas ERP compared to other ERP systems is the guaranteed upgrade-compatibility of their customizations: Because the software architecture keeps the core functions separate from the flexible adjustments, the latter are automatically adopted during release changes. "This is really unique and still impresses us to this day," says Torsten Hahn. Because it makes it possible to implement the new version in just a few days and without risking system outages.

In addition to the customization options, the company benefits not least from the connections to external systems, which also include a product configurator. This enables the sales department to create a completely new product with just a few clicks, for which abas ERP in turn automatically generates the BOM and the work plan. The product configurator generates 3D models and dimensional drawings. abas ERP then embeds the dimensional drawings in sales order documents and the 3D models are recorded in the product. The system-side specification of the steps to be followed helps to minimize the risk of errors, while simultaneously increasing the process speed. As a result, Speck is able to reduce the quotation phase from 14 days to 15 minutes.



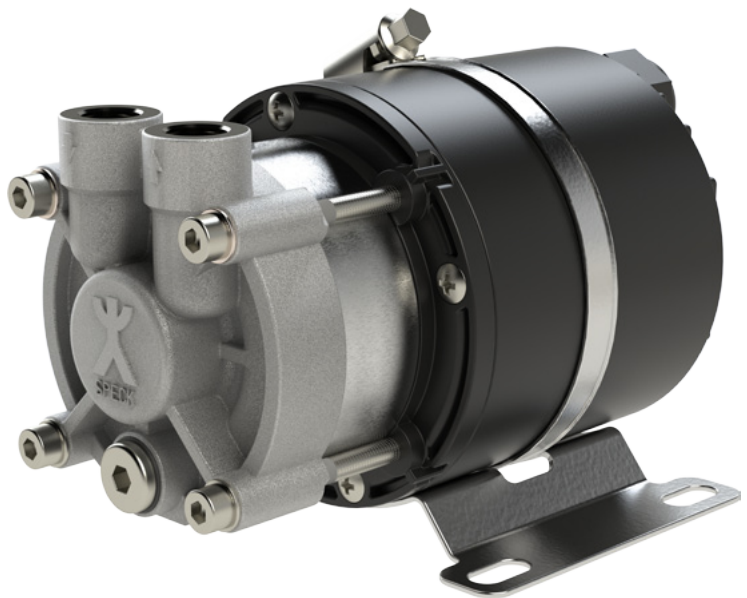
TOGETHER INTO THE FUTURE

With abas ERP Speck has a flexible software that grows to meet their increasing requirements and ensures the company is optimally equipped to meet the challenges of the future. "All in all, we are very well positioned with abas ERP and thanks to the high level of customization, we also have the security of being able to optimally react to potential requirements with flexible adjustments," summarizes Torsten Hahn. For this reason, the pump manufacturer would like to continue investing in the cooperation with the German software provider and the next plans are already in development: The introduction of the new version abas ERP 21 is coming up. Furthermore, the expansion of the project management add-on, which is currently in the test phase at Speck, is also on the agenda. Last but not least, the company is working on a joint project with FORCAM, which involves replacing PDC terminals with direct data acquisition on the machines.



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Torsten Hahn, COO and Authorized Signatory





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