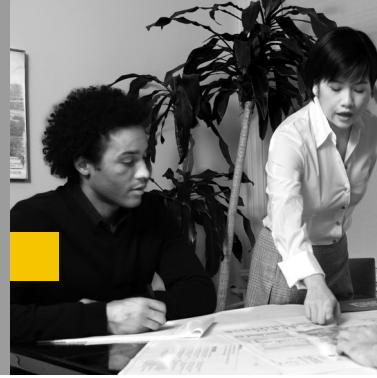


## SAP Customer Success Story Automotive – Automotive Systems Manufacturing and Distribution



**“For us, it was not a question of *if* we should use SAP NetWeaver XI, it was just a question of *when*.”**

Per Hogberg, Business Systems Manager, Kongsberg Automotive

### AT A GLANCE

#### Summary

Kongsberg Automotive – based in Kongsberg, Norway – uses the SAP NetWeaver® Exchange Infrastructure (SAP NetWeaver XI) component and SAP NetWeaver adapters for the automotive industry by Seeburger to handle varying electronic data interchange (EDI) communications such as refreshing delivery schedules, transmitting updated delivery notes, and issuing invoices.

#### Web Site

[www.kongsbergautomotive.com](http://www.kongsbergautomotive.com)

#### Key Challenge

Manage high volume of daily customer schedule changes

#### Project Objective

Enable rapid, automated information exchange with the 300 worldwide customers and suppliers that use varying systems and EDI formats

#### Solutions and Services

- SAP NetWeaver XI
- SAP NetWeaver adapters for the automotive industry by Seeburger

#### Why SAP® Solutions

- Provide total integration platform beyond EDI
- Offer ease of use for business-people
- Bring collaboration and integration expertise in-house
- Compare favorably to message broker solutions in terms of price

#### Implementation Highlights

- Knowledge transfer brought competence in-house.
- End users took ownership of solution.

#### Key Benefits

- Lowered total cost of ownership of EDI environment by 30%
- Enabled quick, easy, and inexpensive response to data interchange requirements
- Positioned company for future partner collaborations
- Allowed collaboration know-how to be managed in-house, in SAP® competence center, through seamless integration between SAP NetWeaver XI and SAP NetWeaver adapters

#### Implementation Partner

AcandoFrontec

#### Existing Environment

mySAP™ ERP application

#### Database

Oracle

#### Hardware

Dell

#### Operating System

Microsoft Windows

## KONGSBERG AUTOMOTIVE

### SAP NetWeaver® XI and SAP NetWeaver Adapters for the Automotive Industry by Seeburger Help Lower TCO by 30%

Kongsberg Automotive – based in Kongsberg, Norway – develops, manufactures, and markets automotive systems for commercial vehicles. The company is linked so tightly with its customers' final assembly processes that its systems are fitted into vehicles less than 24 hours after they are produced. To manage this business scenario, Kongsberg Automotive exchanges 220,000 delivery notes a year with its customers and 60,000 with its suppliers. A total of 60% of schedule information changes daily.

“We get a lot of information and have to track many changes,” says Per Hogberg, business systems manager at the NOK 2.2 billion (US\$328 million) company. “Our philosophy is that integration between Kongsberg Automotive and our customers and suppliers needs to be machine-to-machine, fully automatic. We can't have a system that translates information but then requires human interaction to make further checks and take other actions. The integration must be automated and efficient, due to the volume of information exchange.”

### SAP NetWeaver XI Enables Kongsberg Automotive to Build Its Own Collaboration Scenarios

Kongsberg Automotive uses the SAP NetWeaver® Exchange Infrastructure (SAP NetWeaver XI) component – a process integration component of the SAP NetWeaver platform – and SAP NetWeaver adapters for the automotive industry by Seeburger to power its interoperative business model. SAP NetWeaver XI is based on a native Web infrastructure that leverages open standards and

supports multiple communication approaches. SAP NetWeaver XI provides a central, common repository for interfaces. The component acts as an integration broker, which enables Kongsberg Automotive to build its own collaboration scenarios across business processes and enterprise boundaries and among SAP® and non-SAP components.

The business-to-business adapters extend SAP NetWeaver XI with enhanced functionality, providing Kongsberg Automotive with the capability to integrate and automate business processes with customers and suppliers. The adapters are integrated seamlessly

**“We currently have 300 different EDI partners, each with its own complex and differing information exchange requirements. It is crucial to Kongsberg Automotive to be able to make this integration process easy and cost-effective.”**

**Per Hogberg, Business Systems Manager,  
Kongsberg Automotive**

with SAP NetWeaver – configuration, workflow, mapping, and communications are handled in SAP NetWeaver, so Kongsberg Automotive does not need multiple skill sets for SAP NetWeaver XI and electronic data interchange (EDI) adapter formats.

Customers transmit delivery updates to Kongsberg Automotive plants in Norway, Sweden, England, Poland, the United States, Mexico, Brazil, Korea, and China. The schedules include the following information: part number, delivery time, quantity, packaging specifications, and instructions for labeling. Kongsberg Automotive uses the adapters to convert the business documents from varying EDI formats to the XML/Simple Object Access Protocol (SOAP)–based format used by SAP NetWeaver XI.

The customer change notes automatically refresh Kongsberg Automotive’s delivery schedules. Kongsberg Automotive then sends back its own delivery messages and issues invoices upon receipt of goods.

“SAP NetWeaver XI and SAP NetWeaver adapters enable us to respond to the demands of our end customers more easily and more quickly,” Hogberg says. “We currently have 300 different EDI partners, each with its own complex and differing information exchange requirements. It is crucial to Kongsberg Automotive to be able to make this integration process easy and cost-effective.” Using SAP NetWeaver XI and SAP NetWeaver adapters for the automotive industry by Seeburger, Kongsberg Automotive has lowered the total cost of ownership of its EDI environment by 30%.

### **Integration Platform Replaces EDI**

Kongsberg Automotive had been communicating with its customers – worldwide automotive leaders such as Iveco, DaimlerChrysler, BMW, Ford, Opel, Peugeot/Citröen, Renault, Saab, Scania, Toyota, and Volvo – via a legacy EDI solution. Says Hogberg, “The software was complicated, and our business users felt like the message content was owned by IT. Users were not able to go into the message broker themselves to monitor or track content.”

After evaluating various EDI and message broker solutions, Kongsberg selected SAP NetWeaver XI and SAP NetWeaver adapters for the automotive industry by Seeburger. “We realized that business collaboration was much more than an EDI scenario,” Hogberg says. “A number of message brokers had nice functions, but SAP NetWeaver XI gives us better total integration. SAP NetWeaver XI will enable us to make new external integration scenarios more easily – and there are many more adapters available for additional collaboration schemes. Stand-alone message brokers are also expensive – SAP NetWeaver XI was available at a lower cost.”

## **SAP NetWeaver XI Opens the Door to More Partner Collaboration**

With SAP software, the knowledge base remains under Kongsberg Automotive's control. Says Hogberg, "SAP NetWeaver XI – and its tight linkage with the adapters – makes it easier for us to handle integration tasks within our SAP competence center. It is extremely important for us to bring this competence in-house." That is because Kongsberg knows there is more partner collaboration in its future. "I work with long-term business scenarios around integration with other companies," Hogberg says. "It is crystal clear that the integration between companies will increase

**"I work with long-term business scenarios around integration with other companies. It is crystal clear that the integration between companies will increase substantially and will dramatically change the way of doing business in the future."**

**Per Hogberg, Business Systems Manager,  
Kongsberg Automotive**

substantially and will dramatically change the way of doing business in the future. For us, it was not a question of *if* we should use SAP NetWeaver XI, it was just a question of *when*."

Kongsberg can now pounce when these opportunities for collaboration arise. "With SAP NetWeaver XI and SAP NetWeaver adapters, we don't have to think twice about deeper integration," Hogberg says. "If people in the organization feel they want to increase collaboration with external partners, they don't have to say, 'This isn't in my budget. I need to wait.' It is an important philosophy at Kongsberg Automotive to make integration easy and straightforward, not dependent upon accounting reviews. With SAP NetWeaver XI and SAP NetWeaver adapters, we have the integration platform in place to do this quickly and inexpensively."

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