

Achieving a More Intelligent Organization with **SAP® Business ByDesign®**



Koenig & Bauer AG
Würzburg, Germany
www.koenig-bauer.com

Industry
Industrial machinery
and components

Products and Services
High-tech printing presses and
systems and related services

Employees
5,300 (company group)

Revenue
€1.167 million (2016)

SAP® Solutions
SAP® Business ByDesign®
solution

Founded in 1817, Koenig & Bauer AG is the oldest printing press manufacturer in the world with the broadest product range. Ninety percent of the banknotes used in the world are printed on printers made by KBA-NotaSys SA, a division of Koenig & Bauer. The SAP Business ByDesign solution gave Koenig & Bauer the opportunity to link headquarters and subsidiaries on fully integrated, best-practice-based ERP software, bringing powerful analytics to all.

Before: Challenges and Opportunities

- Upgrade the ERP system at KBA North America
- Significantly consolidate a heterogeneous IT landscape
- Move away from having every subsidiary running its own solution with limited integration to headquarters
- Find an optimal solution where everyone performs business processes the same way and on the same data
- Clean a vast amount of inconsistent and outdated data when implementing a new solution

Why SAP

- Powerful two-tier solution with the headquarters running SAP S/4HANA® and all sales and service subsidiaries on SAP Business ByDesign, resulting in a fully integrated and homogeneous solution landscape
- Quick and scalable solution based on a template that can be more easily rolled out to other sales and service subsidiaries

After: Value-Driven Results

- A more intelligent organization with more powerful analytics that meets requirements on a real-time basis
- Less time to onboard new employees and to make them productive
- Less effort for the subsidiaries to maintain data since master data is shared
- Streamlined and standardized processes based on best practices along a clear structure
- Synergies with every subsequent implementation at other subsidiaries
- Harmonization of group standards and requirements in areas such as reporting across sales and service subsidiaries
- Homogeneity due to all sales and service subsidiaries using the same release, including add-ons

“With SAP Business ByDesign, we were able to start off with a clean slate, giving us the ability to put more focus on our customers, business development, and the **modernization of our company.”**

Ashley Clark, Senior Business Analyst, KBA North America Inc.

47,000

Service orders created in SAP Business ByDesign at KBA North America

~100%

Of the work centers using SAP Business ByDesign at KBA North America

81,000

Parts maintained in SAP Business ByDesign at KBA North America

20%

Company growth since going live at KBA North America