

KTR Kupplungstechnik GmbH, Rheine

## Optimized order processing with “it.x-change”: EDI based on SAP XI

»This new e-business technology opens up another essential sales channel for us, fundamentally increasing our competitive strength and securing it for the future. SAP XI is the ideal solution for KTR to integrate our customers into our SAP system. It thus provides us with a perfect foundation for successful, process-oriented collaboration.«

Stephan Rosenberger, IT manager at KTR Kupplungstechnik GmbH

How can customers with different IT landscapes be connected to our SAP solution in keeping with the times? How can messages, orders and order information be transferred securely and reliably using an electronic procedure? The managers responsible at KTR Kupplungstechnik had been pondering these questions for a while. They wanted orders to be integrated directly into their own process chain – something that could not be accomplished fully using previous methods

of transferring information, such as barcodes, e-mails, FTP or e-shops. To ensure that all communication in the electronic ordering and order information area runs smoothly at all times, the company has now implemented SAP XI 3.0, including EDI services, with the help of itelligence AG. This is an ideal way for KTR to integrate business partners into its own system landscape, as well as guaranteeing faultless data exchanges – even if the partners run different IT systems.

## KTR Kupplungstechnik GmbH

KTR Kupplungstechnik GmbH has a real talent when it comes to competent consulting and accurate delivery to customers: KTR delivers mechanical couplings, hydraulic components and torque limiters, as well as torque measuring systems and precision joints for engineering, rapidly and directly worldwide. More than 40 subsidiaries, engineering offices and sales partners in many countries around the world keep this global business running successfully.



**Name:**  
KTR  
Kupplungstechnik GmbH

**Industry:**  
Engineering product  
supplier

**Products:**  
Drive components:  
mechanical couplings,  
hydraulic components,  
torque limiters, torque  
measuring systems and  
precision joints

**Head office:**  
Rheine, Germany

**Company size:**  
40 subsidiaries worldwide

### An integration solution open to everything

These special merits made KTR's decision easy: The existing SAP Business Connector solution was to be replaced by the EDI converter it.x-change: EDI based on SAP XI, which enabled them to connect selected customers and subsidiaries to KTR's own system – even though the partners did not have uniform IT landscapes. SAP XI ensures that online data transfers to the company's business processes run smoothly: This powerful solution is open to everything and provides significant support for the integration process.

SAP XI offers integration technologies to support process-oriented collaboration between SAP and non-SAP systems beyond company boundaries. Everyone benefits: Having the ability to exchange business documents with customers and vendors quickly online results in enormous competitive advantages and cost savings – throughout the entire logistics chain.

### itelligence and KTR on the same wavelength

The itelligence team first installed the two-level XI system on Windows 2003 before tackling the installation of it.x-change and the customizing of the EDI messages ORDERS, ORDERCHG, ORDERSP, INVOICE and DESADV. An XI workshop made sure that KTR's employees were also fully prepared for working with the new solution. This was followed immediately by the connection of the largest hydraulic customer in the area of EDIFACT orders. One of the most successful companies in the construction machinery sector can now also send all of its orders to KTR via a CSV file. Just a short while later, it was time for the exciting go-live, as scheduled in mid-April 2005.

Further customer connections are already in the pipeline; itelligence will work with KTR to carry these out. KTR customers will be integrated into SAP via eOrders – so their orders will then be made by e-mail. KTR's subsidiaries, however, will be connected via Idoc, allowing them access to relevant documents and information worldwide at the touch of a button.

Overall, KTR Kupplungstechnik GmbH is now using just one solution, which is absolutely beneficial for the company: Productivity is increasing thanks to shorter order processing times – and, because of this, just-in-time procedures have been made possible. Additional benefits: processing errors are largely avoided; and quality of service has improved, which results in an ideal, service-oriented collaboration with both customers and business partners.

### Facts & Figures

**Solution:** Implementation of the it.x-change  
**EDI converter:** EDI based on SAP XI  
**Project term:** Two months

#### Benefits:

- Process-oriented collaboration between SAP and non-SAP systems beyond company boundaries
- Increased productivity owing to minimized processing and lead times
- Acceleration of business processes
- Enabling of just-in-time procedures
- Clear improvement in quality thanks to automated processes
- Free choice of data formats and transfer channels