

About Metabo:

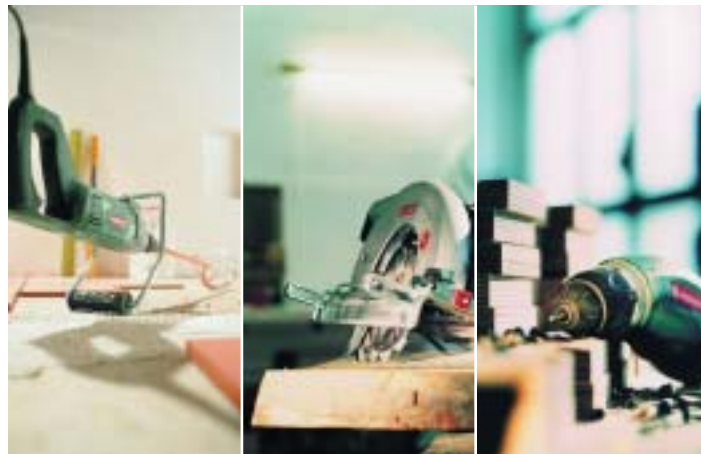
be it at arctic coldness, tropic sultriness, or at constant work at the hardest construction sites of the world – electric tools of Metabo are applied wherever people have to really rely on their tools. Every day – in more than 100 countries all over the world. As one of the few suppliers of complete assortments on the market Metabo provides the suitable tools for all application purposes. From the wood and metal processing, and the mounting technology up to the garden sector.

## Metabo tightens procurement processes from A to Z, and reduces process costs with the aid of ASP-solutions.

The Metabowerke GmbH, specialized in the production and distribution of electric tools, makes its procurement politics get a move on. From now on the Swabian traditional company directly integrates its suppliers via an electronic procurement system, in order to drastically reduce the process costs.

For Metabo the purchase plays a central role for the company success. Since the share of the material costs, in comparison with the turnover, was very high, the company from Nürtingen wanted to largely automate its purchase processes by the application of an electronic procurement solution. Via a browser-supported user interface the Metabo employees can now comfortably research from A, like accumulator, to Z, like zipper, in an electronic catalog, and order without a media gap. Core of the new procurement solution is the Premium

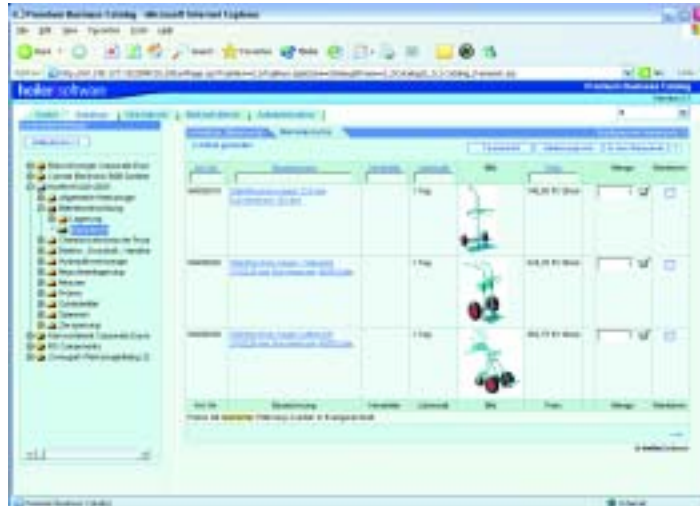
Business Catalog (PBC) of Heiler Software AG. Via the catalog system of the specialist for electronic procurement systems from Stuttgart the suppliers do not present their products in print catalogs anymore, but they enter them directly into an electronic catalog system. The handling of the whole system is managed by the service provider, Heiler Software AG. Thus the administration effort, which is produced by the integration of the electronic catalogs with the e-procurement solution, is considerably reduced.



- ASP catalog solution + content services cause relieve of central purchase
- Hardly administration effort at integration of electronic catalogs with e-procurement solution
- Suppliers enter their products directly in electronic catalog system
- Reduction of process costs, reduction of processing times at ordering, and improved process transparency

"The success of electronic systems depends on the user acceptance. Since our employees can search the catalogs via an easy manageable browser interface, almost without any training effort, the classical print catalog will soon belong to the past", explains Michael Hartl, project manager purchase at Metabo-werke GmbH.

"With the Premium Business Catalog of Heiler Software AG we relieve the classical order process, because the operative processes, like order requests, can be handled independently by our



employees on electronic ways. Thus it is possible to clearly shorten processes and order times by this automation and decentralization." "With our solutions and services we demonstrate our manufacturers, how they can optimize the relationships with their suppliers, and save superfluous costs.

The suppliers in turn profit from the electronic procurement, because they can enter their assortments directly into the systems of their customers and are thus present at the consumers", explains Rolf Heiler, CEO of Heiler Software AG in Stuttgart.