

With approximately 3 billion euro turnover Benteler AG, Paderborn, belongs to the 100 biggest industrial enterprises in Germany. In the frame of the holding company operate the four legally independent business units steel/tube, automotive engineering, mechanical engineering, and trade. The automotive engineering is by far the largest business unit, which generated ca. two thirds of the turnover of the Benteler group, and which occupies more than 11,000 employees at 38 production sites. Benteler is globally leading at chassis modules, and it is the only supplier with comprehensive experience at large-batch application of these systems. Benteler trade is the leading European warehouse keeper and processor for tubes of C-steel and stainless steel. The holding company disposes of more than 17,500 employees. Approximately the half of them works inland. In the meantime the company owns more than 40 plants all over the world. Subsidiaries in Great Britain, Argentina, Brazil, and Italy have been opened at last. Benteler AG is a non-listed corporation in possession of the family. In 2001 it celebrated its 125 anniversary.

## Benteler AG goes for the catalog software of Heiler for its e-procurement

The simple and fast search functions of the PBC Premium Business Catalog® have convinced again. The SAP-certified catalog system will optimize the procurement of the Benteler AG.

Greater transparency of the purchase processes, and faster processing and delivery times are the main goals pursued by the Benteler AG with the introduction of the electronic procurement. Moreover lower process costs, and a release of the purchase are to be expected. Crucial for the decision in favor of the catalog software of Heiler was the well-reasoned handling. The graphical user interface is adjusted to the procurement solution of SAP, and it is designed that way that the user are able to handle it very quickly. Moreover the efficient search engine convinces, which delivers the suitable results, even if the search item has been written the wrong way.

Already in the beginning Benteler is enthusiastic about the opportunities the PBC Premium Business Catalog® offers. "By the quick integration of the PBC, as well as the smooth connection of the suppliers to the e-procurement system we can provide our employees at the plant Schwandorf with six suppliers with ca. 100,000 items already at the pilot operation", Dr. Klaus Hauschulte, Head CCC Logistics Information management of Benteler AG describes the smooth introduction of the PBC. After the successful implementation the PBC will be introduced in the international subsidiaries.



Heiler Software AG  
Mittlerer Pfad 5  
D-70499 Stuttgart  
Telephone + 49 (0) 7 11/1 39 84-0  
Telefax + 49 (0) 7 11/8 66 63 01

- Heiler PBC Premium Business Catalog® as a complementary product to SAP
- Item election with the aid of classification systems, like eClass, ETIM und UNSPSC
- Simple catalog connection due to the re-certification of PBC for the OCI-interface of SAP EBP
- Transparency of assortment by efficient catalog engine, among others resemblance search, iterative search
- Standardized data transfer based on the BMEcat-compatible PBC
- Comprehensive services, like catalog implementation, content consulting, and data management
- Supplier connection with the aid of attractive services, like consulting and catalog-data conversion

**Heiler PBC and SAP EBP – the highly attractive complete solution for global players**