

With a turnover of 1.17 billion Euro (fiscal year 2001/02), and approximately 5,600 employees, the TRUMPF group is one of the globally leading companies in the sector production engineering. The four business units – machine tools, laser technology, electronics/medical technology, and electric tools – are combined within the frame of a holding. Core business is the flexible sheet metal forming by punching and bending, as well as the laser processing. In the sector industrial laser, and laser systems the company, with its headquarter in Ditzingen, near Stuttgart, is leading in the technology, and in the world market. With 40 subsidiaries and settlements the group is present in almost all European countries, in North and South America, as well as in Asia. Production plants are situated in Germany, France, Austria, Switzerland, in Taiwan, and in the USA.

## Optimized supplier management by external content services

For the further development of its electronic procurement application the TRUMPF group in Ditzingen has decided on the application of the electronic catalog solution of Heiler Software AG. Aim is the further optimization of the supplier management. Heiler operates the catalog as an external service supplier, and at the same time the company provides the necessary content services for the maintenance of the supplier catalogs.

For the Trumf group one important basic condition for the achievement of their quality goals forms the cooperation with suppliers. In particular this applies to the procurement of strategic MRO goods (Maintenance, Repair, and Operations). In its conditions for the cooperation with suppliers TRUMPF thus explicitly mentions the provision of electronic catalogs as an important requirement. With the introduction of a catalog solution on the basis of the Premium Business Catalog (PBC), and the

appendant content services of Heiler Software AG, TRUMPF now starts the next stage of its electronic procurement application. Internally TRUMPF works with SAP Enterprise Buyer Professional; for the middle of may 2003 there was scheduled an upgrade to version 3.5.

This upgrade was the impetus to question the old procurement platform, and to look for alternatives.

With the Heiler Premium Business Catalog (PBC) approximately 300



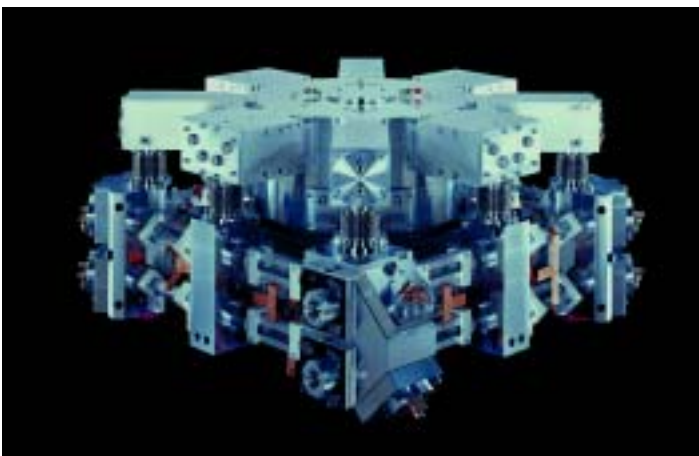
- ASP catalog solution + content services cause relieve of central purchase.
- Hardly administration effort at introduction of the electronic catalogs
- Reduction of process costs, reduction of processing times at ordering, and improved process transparency.

employees can now order directly from their work station via an electronic catalog. In order to provide that Trumpf does not have to take care that the connected sup-

pliers (e.g. Dell, Bechtel) enter the most current version of their product information into the electronic catalog on time, service provider Heiler Software AG manages

the handling of the content management, and the operation of the entire solution. The benefit for Trumpf: The purchase department now just has to check the

catalog contents and the offered conditions – completely unstressed by the administration effort, which usually arises at the introduction of electronic catalogs.



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