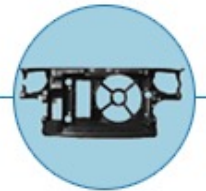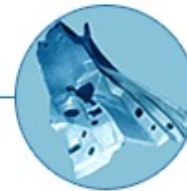# AKsys USA, Inc.

## Implementing SAP as an Automotive Supplier

BMW ASUG meeting 6th February 2009
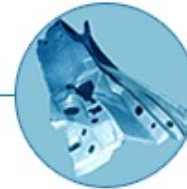
# Introduction to the company

**AKsys**

- AKsys = Akoustik, Kunststoffe Systeme
- We have 16 manufacturing sites worldwide
- Started as a supplier to BMW in 1999
- Our group sales are around 400M Euros
- 3 product groups, plastics, damping and insulation
- Products are used in Automotive and white goods industry
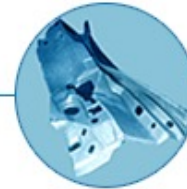- Ship to over 30 customers from our US Location

# US IT Landscape

- Independent

- Previous ERP: Mapics Point.Man (99 – 08)
  - Grew out of the system
  - Great stepping stone
  - Didn't provide solutions to business problems

- Ended up building external apps to solve these problems
  - Solution
  - Dispersed, Decentralized Data

- Chose to upgrade our ERP and decided on SAP ERP 2005

# Global IT Landscape

DRIVEN BY INNOVATION

AKsys

Gastonia, USA

Zlotoryja, Poland

MPLS

+ 10 Plants in Germany

Zamudio, Spain

Chachapa, Mexico

Terrassa, Spain

25 IT Staff

Sao José dos Pinhais, Brasil

# Goals of Implementation

1. Productivity

2. BPR Review
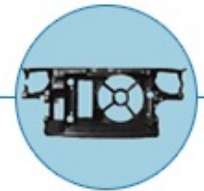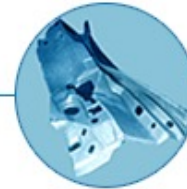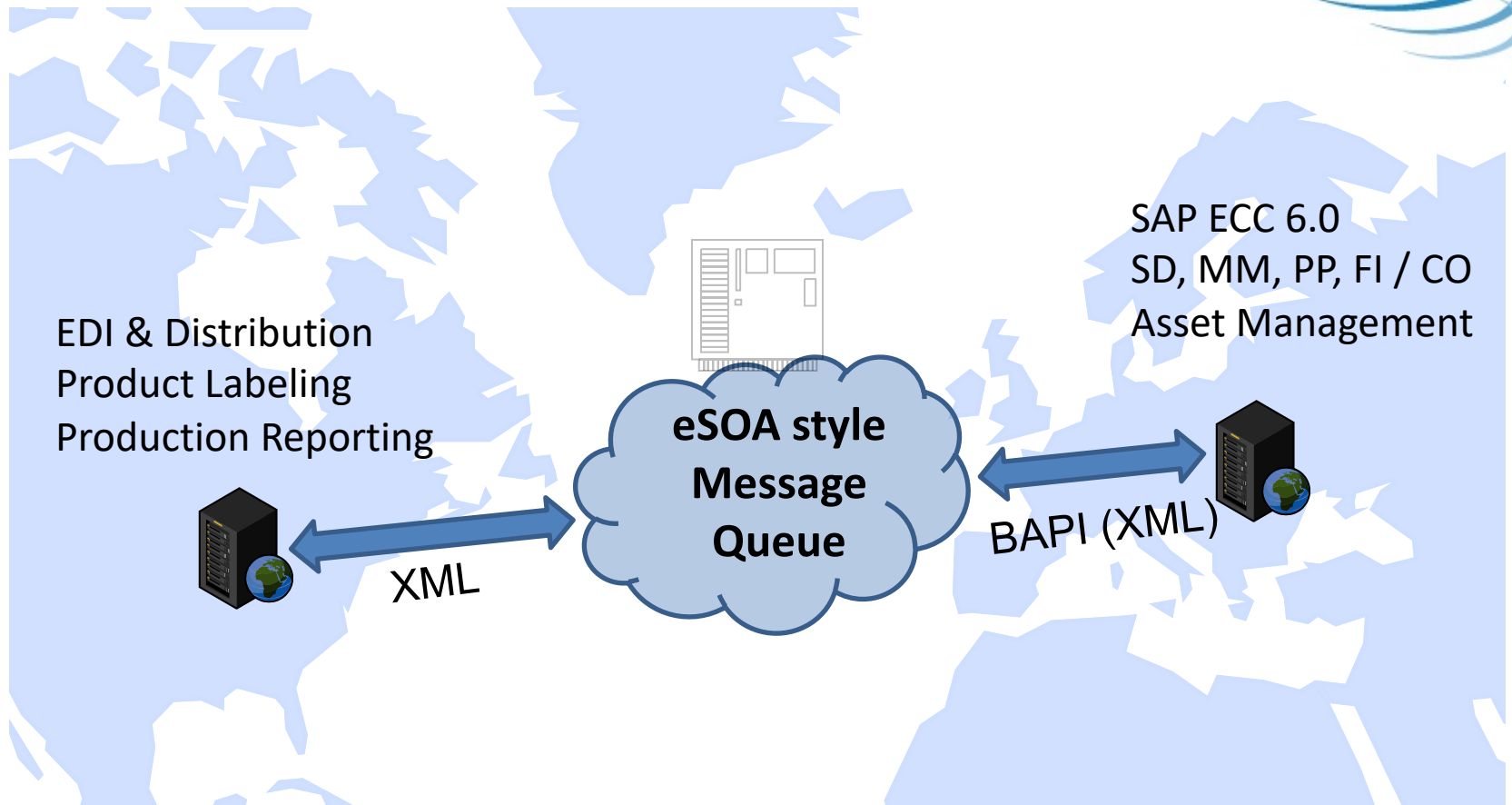
3. User Roles

4. Competitive

5. Google?

# Implementation Vision

**AKsys**

SAP ECC 6.0
SD, MM, PP, FI / CO
Asset Management

EDI & Distribution
Product Labeling
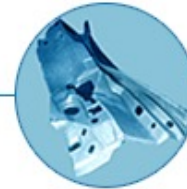Production Reporting

**eSOA style Message Queue**

XML

BAPI (XML)

# Partners

- – Small team
- – Extremely dedicated and helpful
- – Experienced & Understand Automotive Supplier Requirements

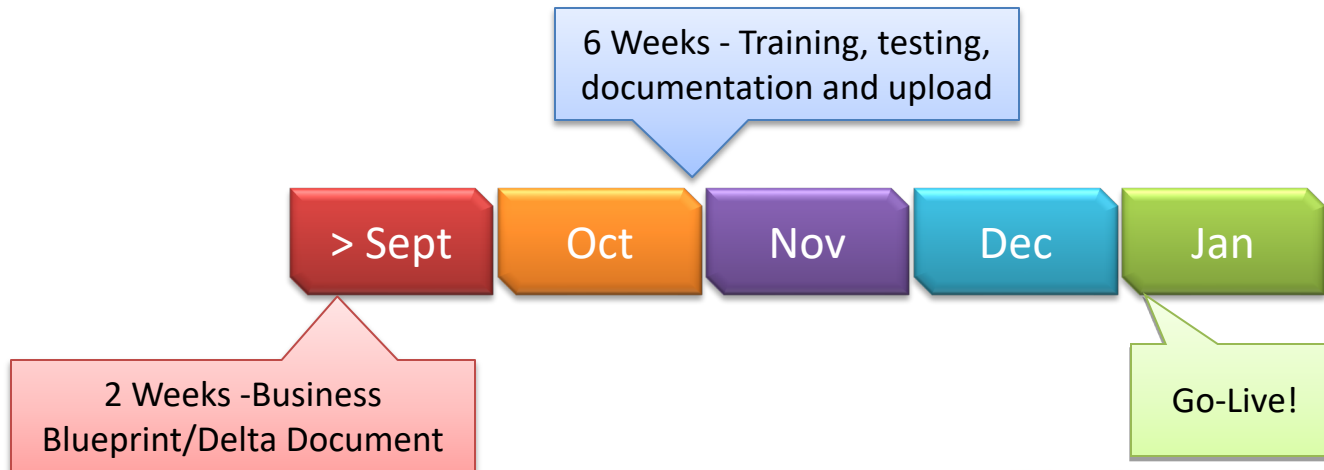- – Automotive Supplier Experience
- - EDI/Distribution
- - Previous Partner

# Project Overview

**AKsys**

- Extremely Tight Budget
- 4 Month Implementation
- NIIT specs, AKsys work, NIIT final config, training, upload
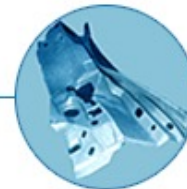  - Advantages
  - Disadvantages

6 Weeks - Training, testing, documentation and upload

| > Sept | Oct | Nov | Dec | Jan |

2 Weeks -Business Blueprint/Delta Document

Go-Live!

# Reasons for successful Go-live

- Risk mitigation
- Simple project
- Lucky timing
- Experts in old System
- Open and common technologies

# Struggles and lessons learnt

- New Material Numbers
- BPR into Reality
  - More functional training
- Didn't have a guide or any suggestions
- Support from higher level managers is imperative
- SAP can be useful and work even in a small company