

Sekisui Alveo AG, Lucerne, Switzerland

## Data for Sales: With SAP BI, the search for numbers is over!

»SAP Business Intelligence quickly and easily delivers accurate key figures which serve as the foundation for more precise corporate management. The replacement of the existing SAP profitability analysis software (CO-PA) with SAP BI was achieved within schedule and budget thanks to the competent and flexible support by specialists from itelligence.«

Erwin Leuthard Dober, Manager of SAP CT and BW Project Leader, Sekisui Alveo AG

The polyolefin foam material produced by Sekisui Alveo AG in Lucerne is spread underneath parquet and laminated flooring in order to dampen the noise of heels. The multi-use products of the company also serve as coverings for automobile dashboards and make them soft but slip-proof. The key figures of the SAP system should also be "felt". They form the foundation on which management can safely step.

Until now, drawing these figures out of the system involved a difficult, uneven path. This should change with the latest SAP technology: The company has decided to provide the data for profitability analysis (CO-PA) in the SAP system to an extended circle of users. This is made possible with the SAP Business Intelligence Warehouse with NetWeaver Release 2004s.

## Sekisui Alveo AG

Sekisui Alveo has been a 100 percent subsidiary of Sekisui Chemical Co. Ltd. since 1973, that serves around 50 percent of the world market with cross-linked polyolefin foam materials. The focus of the company is the development, manufacture and sales of physically cross-linked polyolefin foams. With sales of over EUR 100 million, Sekisui Alveo with its nearly 500 employees produces metric 13,000 tons of polyolefin foam per year. The company is headquartered in Lucerne, Switzerland. Further information: [www.SekisuiAlveo.com](http://www.SekisuiAlveo.com)



**Name:**  
Sekisui Alveo AG

**Industry:**  
Discrete Industry

**Products:**  
Polyolefin foam materials

**Company size:**  
500 employees

**Headquarters:**  
Lucerne, Switzerland

### New functions from SAP BI

"An adventure", says Erwin Leuthard, manager of the SAP Competence Team of Sekisui Alveo. "Normally, we are reluctant to go with completely new releases. But we definitely wanted to use the new functionality of the platform." The expected challenges – due to the fact that the company was exclusively based on Linux servers – was overcome by the five-man internal technical project team in cooperation with specialists from itelligence. Leuthard describes their support as "fast and unbureaucratic". The success is clear: "The solution is still running today."

### Successful implementation

The project lasted around three quarters of a year and was ended according to budget and schedule. The team was able to concentrate on new technologies (Java, SAP Portal) and reporting – the business administration portion of the concept was already available in the SAP system that has been in operation by the company since 1995.

In addition, the content was adapted to the newly available objects and tools in NetWeaver 2004s.

"The cooperation with itelligence was close and was based on intensive mutual exchange – a give and take", said Erwin Leuthard. For him, building up in-house expertise for the reporting system was key. For this reason, itelligence carried out several workshops in which the theoretical approach was put into practice – providing important motivation for those involved; those who nimbly deal with the numbers of the SAP system today.

Seven web reports are now accessible to personnel in Sales at the click of a button in the new SAP Portal, including sales statistics for the internal settlements in the decentrally organized company. It includes information about two production facilities in the United Kingdom and The Nether-

lands in addition to numerous sales offices in Europe and South America. The specialists, who previously used the reporting system from SAP, obtained individual, complex, web-based reports.

### Further extensions planned

What advantages did the changeover bring? On the one hand, a better foundation for precise corporate management. On the other hand, the employees spend less time searching for the current figures. "They can concentrate on the core business," Erwin Leuthard summarized. He is so pleased with the reporting system that he has already planned an extension and is already collecting feedback from the users. "You first get hungry when the meal arrives", he said. The reports are to be extended for Logistics, Production and still later, for the Financial Department. Without help from outside: "We obtained the expertise within the framework of this now concluded project."

### Facts & figures

#### Solution:

- New reporting system for profitability analysis (CO-PA): New introduction of SAP BI on NetWeaver 2004s
- Business Intelligence 7.0 (ABAP and Java) SAP Enterprise Portal 2004s

#### The advantages:

- Unloading of the production system for operations
- Remote access via the SAP Portal
- Less maintenance effort due to the lower number of reports
- The most current figures can be found more quickly and in a more user-friendly manner
- More transparent and precise view of key figures
- Employees are relieved of routine tasks

