



Poggenpohl Möbelwerke GmbH, Herford

## Where top team work goes into serial production

»We have a specific vision of a homogeneous system landscape that should simplify our business processes. With itelligence, we were able to realise our ideas in line with specific projects and goals. The implemented it.wood functions are perfectly tailored to the needs of a furniture manufacturer like Poggenpohl. Because of the successful collaboration, we will continue systematically developing and improving our processes with itelligence in the future.«

Thomas Wostbrock, Poggenpohl Möbelwerke GmbH, Herford

Until 1998, Poggenpohl Möbelwerke GmbH used an array of different IT systems – resulting in numerous interfaces that had to be constantly maintained. For the furniture manufacturer’s employees, this meant a great deal of work: The business processes were not supported in parallel and the data was not available across the systems – this used up time and costs that could be saved. The goal of the then upcoming IT project was therefore to have a comprehensive SAP system

to record all of the company’s important data and processes – including all the possible delivery variants. The company also wanted possible delivery dates to be calculated when orders are entered. This meant an additional challenge since these requirements were not met by standard ERP systems for resource planning in the past. But there was a solution to Poggenpohl’s challenge: collaboration with the itelligence team.

## Poggenpohl Möbelwerke GmbH, Herford

Poggenpohl Möbelwerke GmbH from Herford has stood for trend-setting innovations in high-quality designer kitchens for more than 114 years. The company can look back on countless successes – because the history of fitted kitchens has been closely linked with the name of Poggenpohl since the company was founded in 1892. Now Poggenpohl is one of the most well-known kitchen brands in the world, standing for luxury individual and exclusive kitchens around the globe. The company's aesthetic and technical quality is valued in more than 60 countries – whether by discerning private individuals or by luxury outfitters of large apartment houses in New Delhi or New York. Herford's furniture manufacturer, which has belonged to Europe's leading kitchen manufacturer – the Swedish company Nobia – since 2000, is clearly on the road to success, and will continue to captivate customers around the world with its quality kitchens in the future.



**Name:**  
Poggenpohl  
Möbelwerke GmbH

**Industry:**  
Furniture industry

**Products:**  
High-quality designer  
fitted kitchens

**Company size:**  
Around 450 employees  
worldwide, including  
200 SAP users

**Head office:**  
Herford, Germany

**Branches:**  
Branches in 60 countries  
worldwide

### it.wood: certified by SAP

From the first joint beginnings, a long-term partnership has evolved between Poggenpohl and itelligence. This was also thanks to the tailored itelligence solution, which was totally trend-setting for both companies at the time. itelligence initially created a system concept that covered all of the work flows at Poggenpohl – the furniture manufacturer's legacy system was replaced by a modern homogeneous SAP system. But in addition to this, the team developed extra functions especially for Poggenpohl, which became the basis of the itelligence industry solution it.wood. Today, it.wood is not only a hit with Poggenpohl – after all, the solution covers bills of material, task lists, free capacities and replenishment lead times, as well as specifying precise, calculated delivery dates.

The itelligence team continued developing the project in cooperation with the furniture manufacturer. In 2004, the consultants helped to upgrade the system landscape with the latest technology, and also created an it.wood online interface, integrating the "primefact" graphical solution used by Poggenpohl. This interface visualises the relevant cupboard design and checks the respective configuration to ensure that it is plausible. A later phase will see order entry implemented in both the sales support and Poggenpohl studios.

### Valued and developed further

Poggenpohl GmbH is benefiting from the new system landscape, which provides users with all data at all times. itelligence is helping Poggenpohl to keep the systems constantly up-to-date with the latest technology. In parallel with the graphics project, the system was upgraded to SAP R/3 4.7 Enterprise Release and the system landscape modernised. The excellent collaboration continued in 2005 with the creation of a Poggenpohl template, which is used at the company location in the United States.

New projects are already in the pipeline with the template scheduled to be rolled out at other international subsidiaries. Additional itelligence solutions are also planned to support the warehouse, picking and customer connection areas. Based on SAP NetWeaver technology, the itelligence EDI solution it.x-change will map the integrated customer-supplier link. And the innovative furniture manufacturer will be relying on smart it.wood functions in the future as well – planned, implemented and supported by itelligence.

### Facts & Figures

#### Solution: it.wood

VA – fast order entry and header characteristics, V1 – copy function for configuration in sales orders, TK – scheduling and rough capacity check, GR – online interface for graphical systems

#### With the following SAP modules:

FI – Financial Accounting, CO – Controlling, HR – Human Resources, SD – Sales and Distribution, MM – Materials Management, WM – Warehouse Management, PP – Production Planning and Control

**Server:** HP UNIX system, supported by Linux servers as application servers

**Database:** Oracle

#### Benefits:

- Lower maintenance costs owing to a homogeneous system landscape
- Perfect overview of all business processes, which are mapped in one system
- Immediate and precise calculation of delivery dates when orders are entered
- Optimum mapping of variant configuration
- Fast data transfers from graphical order entry to the SAP system

