

CUSTOMER SUCCESS STORY

SÜDDEUTSCHE GELENKSCHWEIBENFABRIK (SGF)



The highly fragmented global IT landscape has presented major challenges in group-wide business planning at SGF. Reporting and consolidated planning across all plants were out of the question before the introduction of macs complete. Now with macs complete SGF has homogenized the data from all plants and made good business information available timeously.

„SGF uses the Integrated Business Planning suite from macs Software!“



Founded in 1946, SGF Süddeutsche Gelenkscheibenfabrik GmbH & Co.KG has developed into the market leader in torque transmission and a globally active supplier to the automotive industry.

In 2014 financial year, approximately 620 staff at 4 locations in Germany generated revenue of € 111 million. The product range of SGF includes elastic, temperature-resistant components for torque transmission and vibration damping joint discs in cardan shafts and steering columns, vibration absorbers in drive trains, exhaust suspensions and absorbers as well as various rubber-metal parts for the storage of different units.



The areas of application are mainly in the automotive industry and general plant technology. Special know-how in rubber and silicone processing is the basis for the high quality

standard of SGF products in addition to highly qualified employees and state-of-the-art development and production facilities, which are used worldwide in the automotive industry, e.g. by BMW, Ford, General Motors, Mercedes-Benz, Porsche, Rolls-Royce, Volvo, VW.

SGF has created decisive competitive advantages such as time savings, cost reduction, quality advantages and risk limitation with the ERP solution SAP ERP 6.0. However, our special business requirements for management accounting could not be met by SAP-CO (Controlling) and we decided for the controlling suite of macs Software GmbH. This has enabled SGF to act and react in good time to changes in product profitability and the associated effects on the company's success in conjunction with the SAP software.

Best practice business planning: The basis for sound decision making

"With the SAP software, we exploit all possibilities to design economically viable products and processes. However, the business planning and reporting were not up to our requirements. The creation of reports," says Josef Wimmer, Business Controller at SGF, "required considerable manual effort. This time-consuming and error-prone procedure should no longer be necessary in the future, preconfigured reports and evaluations should be able to be created at the push of a button. We needed a flexible controlling system that provides

detailed information on how much we earn with each of our products."

Requirements for a business planning solution which can easily be integrated with SAP.

It should be possible to make the existing data from the SAP system available to controlling without manual effort. SGF opted for the controlling suite of the macs software. "The decisive factor was the exceptionally high level of the macs controlling suite and the flexible structure of the software with data import/export options via defined interfaces to our SAP system.", says Josef Wimmer, Head of Controlling at SGF. In addition, the speed with which standard reports can be generated was convincing. The secure and clear user guidance based on Windows as well as meaningful online analyses make the system particularly suitable for decentralized use.

macs consultants supported the project from conceptual design to the completion of the implementation

Due to the complexity of the project, the implementation of the macs Controlling Suite was divided into two phases with the help of macs consulting partner Controlling & Consulting AG: After a short introductory training and adaptation of the reports, Phase I included the implementation of the Sales & Profit and Product Costing modules, which could be used

immediately to plan customers and products for the coming years. A little later, Phase II started with the cost center and Finance modules in a separate scenario model for SGF.

„What-If“- even possible for laymen

The planning process at SGF is managed by management accounting: The starting point is sales planning at the customer and product level, in which quantities, prices and conditions are defined. Christian Fabsicz from Sales explains: "The macs Controlling Suite is based on the actual data from the SAP system. In macs, the production and procurement plan are derived from the cumulative planned quantities by backflushing the bill of materials and routings. An important aspect of this planning step is the review of the capacity requirements resulting from the sales planning.

All data are up to date on a monthly basis and are already available a few days after Ultimo. Important here is the possibility, in addition to the budget and actual models, simulations, short-term forecasts or expectations (weekly, monthly or quarterly) or special evaluations in any combination to quickly create answers to "what-if" questions.

Determine capacity and material requirements

The product costing module is used to plan inventories and capacities: Here, the product

costs are calculated, and the capacity requirements and material consumption are determined for the production volumes - SGF processes over 500 t corduroy threads, 2,000 t rubber and 1,900 km of precision steel tube annually in the production of the more than 6.5 million cardan joint discs.

In addition, profit center cost is budgeted in the macs module Cost Center.

Objective Decision Support: „System assures data integrity “

Data from a wide variety of sources flow into the macs Finance module. The KPI's generated there provide an objective and up-to-date basis for decision-making. In the near future, SGF also plans to integrate the macs HR module in order to be able to simulate changes to the staff level," says Josef Wimmer.

"The macs Controlling Suite has thus become an integral and indispensable part of our controlling work, and provides - based on our company slogan - "security with system" and excellently complements the raw data provided by the SAP system with strategic planning, implementation-oriented business planning and an up-to-date, compact reporting system with ongoing reviews," concludes Josef Wimmer.

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