



## CENITCONNECT – FOCUS ON YOUR BUSINESS OBJECTIVES

The market reacted enthusiastically to the methods developed by CENIT. Already the first presentations of cenitCONNECT -- presented together with SAP -- were greeted with keen interest by a large group of participants of interested enterprises from various branches.

### ► ABOUT CENITCONNECT

- Process safety and process automation with simple and flexible activity control
- Simplification in the handling of process data of authoring systems and Office applications
- Project-accompanying cost monitoring and control and thus focus on economic objectives

The SAP AG was equally enthused by this revolutionary approach. Not only the groundbreaking possibilities that go beyond conventional document management, but also the clear focusing on the latest SAP technologies convinced the SAP people. By its seamless integration into PLM 7, the advantages of this new SAP solution are fully exploited. In addition, cenitCONNECT resorts to the conventional SAP modules and tools. This allows for the productive operation of PLM 7

while at the same time utilizing the classical applications in the same application user interface.

No wonder that the first customer projects were not long in coming.

### ► FIRST REFERENCES

- ADC, USA
- Hirschmann Automotive, Austria
- Spheros, Germany

### ► ADC TELECOMMUNICATIONS

US-based network infrastructure company ADC has selected the intelligent process management solution cenitCONNECT for its integrated product development, becoming a customer prior to the first general software release.

In the scope of changing from a number of legacy applications to SAP's Product Lifecycle Management solution, a new application for the control of new product introductions and product change processes was required for ADC. The company's "home grown" legacy application provided a lot of custom process support and as such advanced workflow capabilities were an important selection criteria. ADC opted for CENIT's Advisor Technology that enables the company to adjust busi-

ness processes to new requirements, and to add additional or remove unnecessary process steps. In addition, the freedom to dynamically change process participants and objects involved matches well with the company's requirements. A deciding factor for ADC was the full integration of CENIT's process solution into SAP's new PLM 7, an application that no other competitor could provide.

ADC expected a rapid implementation and deployment of the innovative solution with two elaborate use case scenarios for the new product development and introduction and the product change process. The first go-live is planned for mid April with a document-centric workflow. In a second phase of the project, cenitCONNECT also will be implemented for ADC's new product development and introduction processes. The roll-out of the solution is planned for the company's locations worldwide, including the Americas, EMEA and AsiaPac Regions.

ADC considered the opportunity to influence the development as a pilot customer an attractive aspect of the business relationship with CENIT. The ability to customize the solution on the basis of "user exits" with ADC's own software developers added to this decision as well.

[www.adc.com](http://www.adc.com)



## ► HIRSCHMANN AUTOMOTIVE

As a continually growing enterprise, Hirschmann Automotive GmbH in Rankweil, Austria, is faced with the increasingly complex control of its product and process changes. The resulting challenges originate in part from the different production sites. The time factor plays an important role here.

„We consciously emphasize an integrated approach that offers a high transparency while at the same time allowing for high dynamics,“ Josef Summer, Technical Data Processing at Hirschmann Automotive, explains; and: „and this has inspired us to choose cenitCONNECT right from the start: Workflow-controlled change management with SAP - dynamic, transparent, and user-friendly.“

In a first project approach at Hirschmann Automotive, two totally different processes are examined: As pilot application, two to three sub-steps of the change process are evaluated on the one hand. Focus is here on the quick realization and implementation (quick wins). On the other hand, the budgeting process is also to be tightened down in cooperation with CENIT by means of cenit-CONNECT.

„We expect to precisely know in each phase of a change process how the current status concerning deadlines and costs is,“ says Josef Summer. „In addition we expect a high flexibility with regards to workflow design. With cenitCONNECT we want to be able to realistically represent the turbulences which inevitably occur in change processes in order to react at short notice,“ he continues.

The decisive factor for the investment was the software architecture. On the basis of SAP standard components, a seamless integration into the existing IT structures at Hirschmann Automotive is just as possible as the frictionless integration into the existing business processes. The fact that the requirements for an integrated and flexible process-workflow tool are met very well also helped the decision-making process.

[www.hirschmann-automotive.com](http://www.hirschmann-automotive.com)

## ► SPHEROS AIR CONDITIONING AND HEATING SYSTEMS

Spheros GmbH – a leading developer and manufacturer of heating and air conditioning systems as well as roof hatches for busses world-wide – now also plans to employ the process solution cenitCONNECT. The possibility to realize several business processes such as the engineering release process and the change coordination for both effectivity and effectivity-out date control on the basis of a standardized solution were the decisive factor for the cooperation with cenitCONNECT.

Among other things, the main trigger for excitement was the intelligent Advisor technology using the numerous influence and evaluation parameters to manage the effectivity and effectivity-out date control in an efficient and successful way in the future. The originally planned realization by means of individual programming is now to be standardized with cenitCONNECT.

The potentials inherent in the Advisor

technology led to the signing of a development cooperation of Spheros GmbH and CENIT AG which, among other things, has the objective of extending the Advisor technology.

CENIT views the main advantage in tuning the functional and process extent of cenitCONNECT together with the partner Spheros and their expertise to meet the requirements of customers from the development-oriented manufacturing industry.

[www.spheros.de](http://www.spheros.de)

## ► BENEFITS OF CENITCONNECT

- Improved efficiency thanks to leaner decisionmaking processes and safeguards
- Improved efficiency thanks to a marked reduction of non value-added routine activities
- Improved quality and transparency of business processes
- direct onward processing of incoming data avoids media interruptions
- Improved investment security
- Introduction of process optimization with low initial overhead thanks to scalable solution components
- High user acceptance thanks to a modern, comfortable interface



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