



AICHINGER GmbH

Successful Shopfitting

Furniture and Store Construction

Name:

AICHINGER GmbH

Website:

www.aichinger.de/en

Products:

Furniture concepts and solutions for the food industry

Sites:

Wendelstein/DE, Bischofsmais/DE (stainless steel), and numerous sales offices in the DACH region

Employees:

approx. 520 (2015)

Revenue:

approx. €84m (2014)

Why proALPHA?

- Replacing numerous isolated solutions with one integrated ERP system
- Option to map new concepts in product configuration
- Mapping customized production with innumerable, individual design variants

Benefits

- Transparent, centralized creation of quotes thanks to an integrated planning tool and the connection of all sales offices
- Significant time savings and minimum error rate in production planning thanks to the product configurator
- Fast reading and processing of accounts payable in the integrated Document Management System (DMS)

AICHINGER GmbH based in Wendelstein offers furniture solutions for all areas where food is sold, prepared, and consumed. Its motto "Successful shopfitting" stands for a portfolio encompassing counters, lighting, stainless steel equipment, and professional kitchens.

AICHINGER's customers are bakeries, cafés, butcher shops and delis around the world as well as supermarket chains and businesses in the food service and hotel industry. The company completes large-scale projects of up to 1,500 square meters in record time. Examples include the food courts at the airports in Vienna und Munich and at the main stations in Nuremberg, Munich, and Berlin.

To efficiently handle more than 2,000 customized projects per year and manage a wide range of products, the company operating in the field of store construction since 1904 has decided to work with the ERP complete solution proALPHA.

Eating out daily is becoming part of many people's everyday life. Be it at the butcher's or baker's just around the corner, at the food counter of supermarkets or the food court at airports and stations, the fast food industry generated sales of more than €70bn in Germany last year. And this number is likely to increase. The AICHINGER group has long been making use of this trend and offers innovative concepts for areas in which food is sold, prepared, and consumed

"We have been working with proALPHA since 2002. With this system at our back, we will continue to grow and write our success story."

Dr. Hans-Georg Rummler, CEO, AICHINGER GmbH



By combining stainless steel, wood, glass, lighting and cooling systems, AICHINGER develops solutions tailored to the needs of its demanding customers. Just one of these combinations might consist of more than 1,200 components. "Premium quality and high reliability are the unique selling point of our products made in Germany. Moreover, we have to offer excellent service and meet tight delivery deadlines," says Dr. Hans-Georg Rummler, CEO at AICHINGER. He is sure that only a state-of-the-art ERP system can fulfill these requirements.

One Complete Solution for Many Tasks

"We used many different systems, and our finance department did not trust the data provided by these isolated solutions. Especially due to the missing interface to financial accounting, this concept was

no longer future-proof," says Josef Schnaderbeck. In 2000, he assumed the role of the new manager of EDP and organization at AICHINGER. At his former employer, he had already gained experience of ERP. His first and most important task was to implement integrated, future-proof software to support the company along its entire value-added chain.

AICHINGER finally opted for proALPHA, whose implementation started in 2001. From quote creation, planning, purchasing and routing to production control, logistics and invoicing, all tasks are mapped in one system and completed by more than 180 employees. Users at any location have access to the same engineering documents and part mater files along with the respective statuses and price lists, which are automatically assigned correctly.

Enhanced Cost Control

The product configurator offers a fast way to compile individual components in the planning phase and provides a 3D view of the desired solution. It gives customers a very detailed impression of how their store will look like.

Thanks to the optimization of workflows with proALPHA, things have changed in routing, too. Some tasks are now completed by the planning department. Today, employees select the product line, enter information in the header and then choose the corresponding details. The data are automatically adopted into the projects, be it the color or special decor. All bills of materials have been defined in proALPHA.

Employees in planning, central architecture and routing adopt project and order-related activities from the project module by means of labor reporting. Cost control in continuous and actual costing is enhanced.

"Although we need standardized workflows, we rely on a high level of flexibility, individuality, and creativity," explains Josef Schnaderbeck. At the same

time, each modification has to be made fast and with high reliability. This might be the case, for example, if a different refrigerant is to be used in the counters. The bills of materials then have to contain different components.

Industry-Specific Functions

Industry-specific functions in proALPHA provide the information required for part master files and bills of materials, for example, information about how plates, tubes and sheets are to be cut. They also ensure that chipboards receive the desired edges and coatings. Additional part parameters, dependencies, and plausibility checks are also included.

The integrated Document Management System also accelerates AICHINGER's processes: each year, up to 40,000 receipts are read, processed and archived at a central location by means of COLD (Computer Output on Laserdisk). Specific sales documents as well as relevant customer and supplier documents are subject to this procedure. Since predefined workflows in proALPHA ensure that processes are triggered and completed automatically, the number of manual tasks has been significantly reduced.

Tighter Deadlines for Delivery

Today, there are often only a couple of weeks between the time an order comes in and the day manufacturers have to mount ready-to-use counters at the customer's. "We can only achieve this with careful planning, reliable routing, and stringent production," says CEO Dr. Hans-Georg Rummler. He creates special analyses from the up-to-date information provided by the ERP system to make sound decisions in day-to-day business. This information includes the number of incoming and open orders and the sales trend, for example.



Since its business becomes ever more challenging and lead times become shorter, AICHINGER relies on a versatile ERP solution like never before. Without such a system, the company cannot master recurrent peaks in production. "Thanks to proALPHA, we deliver top-notch products on the requested date while having full cost control," says Josef Schnaderbeck.

AICHINGER therefore wants to upgrade to version 6.1 and also thinks about making use of other proALPHA modules. Its service department, for example, consists of various customer service divisions, for all of which different processes need to be mapped. The company wants to improve the structure of the organizational units, optimize processes and increase transparency to offer the best possible service to its customers.

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