



VENJAKOB Maschinenbau GmbH & Co. KG

Streamlined Processes Are Key

Mechanical and Plant Engineering

Name:

VENJAKOB Maschinenbau GmbH & Co. KG

Website:

www.venjakob.de/en/

Products:

Complete system solutions ranging from spray coating machines for various workpiece materials and geometries through to exhaust air purification plants for organic pollutants and odors

Locations:

Headquarters in Rheda-Wiedenbrück

Subsidiaries: Venjakob Umwelttechnik, Sarstedt, and NutroInc., Strongsville (USA), Further sites worldwide

Employees:

300 (2014)

Revenue:

€40m (2014)

Why proALPHA?

- Integrated, comprehensive solution offering a wide range of functions
- Only little customization is required
- Other IT systems can be conveniently connected

Highlights

- ERP solution is introduced in all divisions in one go
- Business intelligence tools for effective controlling
- Effortless high-bay warehouse integration for raw materials

Benefits

- Seamless integration of all business processes as well as quantity and value flows
- Consistent master files
- Company-wide access to all documents stored in the Document Management System (DMS)
- Automation of business processes using system-wide WorkflowManagement

VENJAKOB Maschinenbau GmbH & Co. KG from Rheda-Wiedenbrück can look back on more than 50 years of successful business. The company manufactures tailor-made surface coating, exhaust air filter and conveyor systems and has streamlined all business processes using proALPHA. With an export share of 65 percent and great innovative strength, the mid-sized company is an industry leader. The proALPHA ERP solution meets VENJAKOB's specific requirements and is a significant factor for the continued growth of the company.

"proALPHA suits our needs perfectly. It is a versatile solution with a great look and feel."

Kai Richard, Head of IT, VENJAKOB

The success of a company depends on its speed and flexibility. VENJAKOB generates half of its sales and profit with new and enhanced products. It puts innovative solutions on the market long before its competitors and has them protected by international patents. "The order value of our projects ranges from 100,000 to three million euros," says commercial director Christian Nüßer, who leads the company in the third generation. Business therefore has to run like clockwork. After all, VENJAKOB's machines are used by customers all over the world.



"Without a central ERP system, we would not have been able to master the strong growth our company has experienced in the last then years," Kai Richard, Head of IT, explains.

VENJAKOB decided to introduce proALPHA ERP in 2005. "We had to constantly adjust the PPS system we introduced in 1994 and used an accounting solution that was not connected to the PPS," says Christian Nüßer. It was an untenable situation.

The Aachen research institute FIR advised VENJAKOB on how to find the right ERP software. Kai Richard wanted a solution that perfectly suited the company's needs. VENJAKOB's new software was to be versatile and able to map its specific requirements.

Little Customization, High Level of Integration

VENJAKOB opted for proALPHA because of its high level of integration. Moreover, most business processes could be mapped in the standard version of the software so that only little customization was required. The company also valued proALPHA's versatility and great look and feel.

BI functions for effective controlling and the CA-Link module with its CAD integration were key factors, too. CA-Link allows all common CAD systems to be integrated into proALPHA. This enables engineers to access data stored in the ERP system, such as assemblies, drawings and purchase prices, from within their CAD environment. Plant engineering companies like VENJAKOB have to develop and provide innovative products quickly if they want to gain a lead on their international competitors.

A versatile IT system is key here. proALPHA automates all tasks required to process orders, from sales and technical preparation to production and assembly. proALPHA WorkflowManagement is a versatile tool for mapping business processes and automating them based on rules. VENJAKOB works with a special workflow to enter new part master data. When engineers create a record for a new component, it is automatically forwarded to the purchasing department, where price information is added.

Another central proALPHA component is the Document Management System (DMS). It helps employees manage and store documents and ensures

audit-proof archiving. VENJAKOB uses the DMS to manage and store project-specific data sheets, shipping documents, and incoming invoices. This not only improves the accuracy of corporate data but also saves time because documents can be found quickly.

Effortless Connection of External Systems

When proALPHA was introduced, the CRM system piaX and the storage system Kardex for VENJAKOB's high-bay warehouse were connected to the ERP software via an interface. "This has optimized processes significantly," says Christian Nüßer. Minimum effort was required to connect the external systems. The ERP system creates electronic pick lists that define how much material is to be withdrawn. Once an employee confirms that the order has been completed, stock is automatically updated in the software.

VENJAKOB has recently introduced the proALPHA Integration Workbench (INWB), which allows any external system to be connected effortlessly. The time management and staff scheduling software tisoware and VENJAKOB's trade fair app were integrated in proALPHA using the INWB. Sales employees can use the trade fair app to enter prospect data and reports, scan business cards, and generate sketches. These data are automatically transferred to proALPHA and reconciled. As a result, leads can be followed up right away.

Further Extensions Planned

The number of proALPHA users at VENJAKOB has increased from 40 to 72, and even more users are to be added. Some modules such as the product configurator could not be implemented so far for internal reasons. "This is the next step we want to take," says Kai Richard. With its wide variety of deeply integrated modules and functionalities, proALPHA is perfectly suited for VENJAKOB's future plans.

The Bottom Line

Christian Nüßer's feedback on the introduction of proALPHA is positive: "The big bang adoption was tough, but today, I would implement even more modules at once." Kai Richard adds: "proALPHA has lived up to our expectations. We definitely made the right choice." However, VENJAKOB cannot measure the software's benefits in euros. "We have nothing to compare it to," Kai Richard explains. One thing is certain: "The entire system works perfectly and supports our business processes as expected."

"Thanks to proALPHA, we are well-prepared for future challenges. We could not have managed the company's strong growth without it."

Christian Nüßer, Commercial Director, VENJAKOB



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User Report

