



Embracing global change with abas ERP
User report SKF Economos



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Mario Brückner,
International Sales
SKF Economos



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Project Overview:

- Short implementation times
- Multiple Global ERP roll outs
- Global financial reporting
- Optimized Order-to-delivery processes
- Increased transparency of real-time data
- Global communication platform with abas eB
- Elimination of shortages and downtime
- Increased Customer Satisfaction
- Better utilization of machinery

Worldwide, one name comes up when dealing with seals for machines and plants. SKF Economos, established in 1976, with worldwide 29 subsidiaries and 900 employees, is a global player in the sealing industry and supplies custom made sealing solutions and precision parts made of engineering thermoplastics for all industrial sectors. SKF Economos produces seals not only using the most modern turning technologies, in small and large production series, but also using injection molding - especially for large quantities. With the invention of the Seal-Jet®-System, which is well known world wide, SKF Economos operates as a mechanical engineer. Special machines are not only being used in the group of companies, but are also sold to partners.

Manufacturing methods are distinctive: independent of the injection mold and vulcanization plants, there are hardly any restrictions regarding dimension and outline. The turned, glued, cut or welded seals can therefore be used in almost all imaginable applications. Huge seals used in turbines and presses, with dimensions up to 8,000 millimeters in diameter, are manufactured using a specially developed welding technique and are an unique selling point on a highly competitive market.

Connecting Foreign Subsidiaries

Over the years and as a consequence of restructuring and establishing subsidiaries, SKF Economos recognized the need to replace the business software MFG/PRO, provided by QAD, which had been in use since 1997. Many requirements could no longer be met by this system, when foreign subsidiaries were to be connected to the SKF Economos HQ. Furthermore, an eBusiness environment was to be realized to enable smooth distribution and cooperation with subsidiaries and partner companies all around the world. „We were overdue for a new system and therefore went into the market to look for a respective ERP system,“ remembers Mario Brückner, international sales and responsible for the ERP software implementation and support at SKF Economos. Microsoft with Axapta and ABAS with abas ERP were shortlisted after preliminary workshops and discussions with reference users.

After a short time, SKF Economos selected abas ERP. „We were impressed by the simplicity and flexibility of the software. The vision and strategy of ABAS - compared to Microsoft's approach using a Dot-Net-architecture for Axapta - made a solid impression.

Values of abas ERP

At SKF Economos, functions of abas ERP, from purchasing with purchase order management to warehouse management, scheduling, retailing and materials management to sales with sales order processing and accounting are being fully used. Production planning and control using PDC is one particular feature: there is no work preparation at SKF Economos in production because this would take up more time than producing a seal itself. „Instead, we opt for a flexible, direct sales order processing. All necessary data, such as BOMs for commissioning are always available directly at the machine. The respective completion confirmations are sent to the system automatically after having ended the task,“ Brückner explains. All data, e.g. for warehouse or commissioning, are then available in abas ERP. „Another particular feature is our ‚permanent inventory‘ principle. Since this is based on the data in abas ERP, we can call up-to-date and reliable specifications regarding stock,“ he adds. Shortages are recognized early, down times for annual stocktaking are avoided and reliable delivery times for customers are guaranteed.

Another advantage: ABAS is represented worldwide by a global network of software partners with a long track record of ERP implementations, who are available on site for local ERP support,“ Brückner remembers.

After all, the company is a make-to-order and serial manufacturer as well as mechanical engineer - all three areas had to be represented in the software. The group wanted to set up clients for the subsidiaries and design a web platform. In the past, Austrian locations were represented as one client in the system. After a restructuring phase, another client was created in abas ERP for each subsidiary; further clients for Germany and Belgium were to follow at a later date.

In the course of the implementation, great emphasis was placed on the intensive training of key users. Prior to the „go live“ date they were already familiarized with abas ERP standard functionalities and later carried out training sessions for all other users.

Since day one, abas ERP has been running smoothly at SKF Economos. „Reduction of stock levels based on the permanent inventory and current data, increased readiness to deliver, combined with reliable delivery dates and shorter lead times in production and a better utilization of the machinery are a real benefit,“ explains Brückner. How brilliant the software is, is among other things, reflected in the easy adjustment possibilities that can be realized using the flexible user interface. Brückner uses these options intensely, for example, to customize screens.



“We are on the same page since the software partner thinks like a mid-market company. This is also be seen in many suggestions regarding process optimization.”

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“Reduction of stock levels based on the permanent inventory and current data, increased readiness to deliver, combined with reliable delivery dates and shorter lead times in production and a better utilization of the machinery are only possible with abas ERP.”

Mario Brückner,
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SKF Economos

Benefits of a Global ERP System

After completing the ERP implementation, functionalities of abas eB were activated. Using abas eB, companies can make information accessible worldwide – for branches, subsidiary companies, employees, customers and vendors. SKF Economos uses this option to communicate and handle business processes with its subsidiaries and partners. Using eBusiness, semi-finished products, tools or machines can be ordered from the headquarters and shipped all around the globe. Stock levels can be viewed in real-time and the order is directly transferred to and processed in abas ERP. In the future, the focus is to consolidate financial accounting. With its group accounting, financial accounting, fixed asset accounting and corridor controlling, the software offers many possibilities in this regard. Availability of over 30 languages - in operation and as output languages - is as much of a plus point for internationally operating companies as the processing of different currencies.”

Looking back, SKF Economos is very satisfied with the ERP implementation. The abas ERP implementation method has proven itself. Using a multi-level concept and defined project milestones, time-frames and budgets were not exceeded. The project status was always clear. In the meantime, 60 employees are using the program, installed on a Linux server. „The system has been running very stable and upgrades could be done without problems,” emphasizes Brückner. For questions and suggestions, Nittmann & Pekoll, abas software partner in Austria, is still a reliable and experienced contact. „We are on the same page since the software partner thinks like a mid-market company. This is also seen in many suggestions regarding process optimization,” Brückner says.



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abas Software Partner in Austria Nittmann & Pekoll GesmbH

The IT company Nittmann & Pekoll, located in Vienna, was established in 1994 by Mag. Angelika Pekoll and Dr. Christian Nittmann. For some years now, Nittmann & Pekoll has been a partner of the German ERP provider ABAS and distributes its products in Austria. In addition to abas Business Software, the portfolio comprises hardware, services in the areas of organization, training, customizing, help desk and maintenance.

The philosophy: „We fascinate our customers“ is in addition to our employee's expertise, a big contributor to the company's success. Today, Nittmann & Pekoll has an above-average percentage of reference customers. Top results of the Austrian ERP user-satisfaction study ADV from 2005 to 2010 confirms that customers have chosen the right path with Nittmann & Pekoll.



“Due to abas ERP, shortages are recognized early, down times for annual stocktaking are avoided and reliable delivery times for customers can be guaranteed.”

Mario Brückner,
International Sales
SKF Economos

Product profile - abas Business Software

abas Business Software includes abas ERP for production, abas Distribution for distribution, wholesale, and service companies, and the eBusiness solution abas eB. abas ERP is an ERP application designed specifically for manufacturers in the Assemble-to-Order, Make-to-Order and Engineer-to-Order environment. abas Business Software is priced to fit most budgets while delivering full ERP functionality. It is flexible, adaptable, internationally applicable and a save investment for the future. The clear structure and well thought-out implementation strategy of the system enable a short implementation period as well as trouble-free integration into the company structure.

New functions and technologies are constantly added to the standard software with each new upgrade. As a result, abas users are always using the most up-to-date product. abas Business Software is currently offered in 28 languages. ABAS has been a supporter of the open source operating system Linux since 1995. Approximately 80% of over 2,300 abas installations are based in Linux.

Range of services:

Sales/sales order processing/shipping, purchasing/purchase order processing, warehouse management, scheduling, logistics, materials management/MRP, production/PPC, financial accounting, fixed asset accounting, cost accounting, controlling, eBusiness, portal, etc.



Founded in 1980, ABAS is a leading provider of the most flexible and upgradeable ERP and eBusiness solutions on the market. ABAS serves mid-market manufacturers and distributors focusing on discrete, Engineer-to-order, Make-to-Order, Assemble-to-Order, and Job Shop Manufacturing environments. ABAS provides a unique solution for international customers through its multi-country functionality and global partner network. ABAS is uniquely qualified to successfully implement international ERP projects. The combination of a unified partner network, strategic orientation, globally enabled software, and international implementation methodology defines the roadmap to success. ABAS provides quick ROI in that it is simple to learn, use, customize and upgrade. More than 2,300 customers have chosen ABAS as their long term ERP provider and work successfully with the internationally applicable abas Business Software. ABAS Software AG in Karlsruhe employs more than 120 people, and together with over 50 abas partners ABAS employs approx. 600 employees worldwide. The abas software partners provide a wide range of services including implementation, customization, hardware and network support. ABAS also provides on-site support and ensures short reaction times and high service quality. International partners in Germany, Austria, Switzerland, Hungary, Romania, Bulgaria, Turkey, Czech Republic, Slovak Republic, Poland, Ukraine, the Netherlands, France, Italy, Spain, Iran, Indonesia, India, Sri Lanka, Malaysia, Singapore, Vietnam, Thailand, China, Hong Kong, Australia, Mexico, Saudi Arabia, Chile, Canada and the USA represent the ABAS Software AG throughout the world. The partner network is continuously being expanded.



The SKF Economos Group is the global leader for standard and custom engineered sealing solutions, which supplies all segments of industry. It specialises in supplying customized, engineered sealing solutions and advanced engineered plastic parts.

The SKF Economos Group develops and offers customer specific, innovative sealing concepts and multifunctional precision engineered parts made from advanced plastic compounds.

Since 2006 SKF Economos is part of the globally renowned SKF bearings company and operates in Western Europe, Eastern Europe, Northern- and Latin America as well as in the Far East.



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