



DANFOSS:

QUICK SYSTEM INTEGRATION WITH SAP- SEEBURGER STRENGTHENS DANFOSS' COMPETITIVE POWER

OVERVIEW

“It’s almost like a Swiss army knife: SEEBURGER has a long number of integration functions which enable us to exchange documents via SAP XI both internally and externally – this is extremely important to us. Not only when we integrate new companies, but also in the development of our internal systems and businesses,”

Project manager Flemming Lunding, Integration & Development, Danfoss A/S

Company:

- Danfoss is one of Denmark’s largest industrial groups with headquarters in Nordborg on Als.
- Danfoss is an international group and leading within research, development and production of mechanical and electronic components and system solutions.
- Danfoss’ strategy is to be in the absolute world top within all strategic key business areas.
- Danfoss’ about 21,200 employees worldwide obtain a turnover of about DKK 16.5 billion.

Website:

- www.danfoss.com

Largest challenges:

- To maintain the Danfoss group’s total resources and strengths when acquiring, merging and integrating new companies.
- To make a targeted adjustment towards the many different market standards which Danfoss works with.
- To develop a satisfactory solution without necessarily being able to dictate the technical set-up.

Objective:

- To develop a specialised integration system which will be able to match Danfoss’ extensive activities in the area for acquisitions, mergers and development of their own business.
- To create a solution which in a quick and transparent way can create integration between different business types.
- To ensure a smooth and effective integration in different markets via a versatile integration layer.

Solution:

- SAP-SEEBURGER

Reasons for choosing SAP:

- The solution contains a number of integration functions which enables the exchange of documents via SAP XI both internally and externally.
- The solution is functional not only for working with integrating new companies, but also in the development of internal systems and business.
- The risk of errors is minimised, and both the quality and safety in the systems are optimised.

Largest advantages:

- The solution contains all the most important integration options which Danfoss needs for at have.
- When a company chooses to extend SAP NetWeaver with SEEBURGER the implementation can be handled by the company itself.

Partner:

- SEEBURGER

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Danfoss is not just one of Denmark's largest companies – Danfoss is also one of the most active, when it comes to acquiring, merging and developing its companies. This demands a well-tuned integration system which Danfoss has with a unique combination between SAP's integration tools SAP XI and SEEBURGER.

It is no coincidence that Danfoss for generations has been one of Denmark's absolutely largest and one of the world's leading companies within its field. It is not just the ability to think innovatively, change and create synergies across the company which has taken Danfoss to where it is today.

Synergy demands exchange of data

Each year, Danfoss acquires, merges or integrates several companies into Danfoss. Companies which are all as quickly as possible to become a part of the total Danfoss business, so that the total group's resources and strengths can be used in the best possible way.

"We see the quick integration between different business types as an important element in the evaluation of our competitive power. The faster we make the systems play together, the quicker we get insight into and create the group transparency in the business which is a condition for utilising the synergy in the integration," IT manager Peter Sonne, Integration & Development, Danfoss A/S, explains.

Exchange Infrastructure

Danfoss has one of Denmark's largest and most well-developed and integrated SAP systems in the world. When companies are acquired, merged or integrated into Danfoss, Danfoss' IT integration department carries out thorough system integration to ensure that the systems communicate with one another.

"SEEBURGER is not the cheapest integration solution on the market, but it contained the most important integration options which Danfoss needed to have. We have a catalogue of integration solutions, which enables us to integrate even very difficult systems and document formats, and this is decisive,"

IT manager Peter Sonne, Integration & Development, Danfoss A/S

"Danfoss works on many different markets, which means that we are to adjust to many different market standards. We are not always in a position where we can dictate the technical set-up. So to ensure a flexible, efficient and quick integration, it is necessary with an efficient and versatile integration layer. To have SEEBURGER added to our integration layer has meant a marked increase in our integration ability," project manager Flemming Lunding, Integration & Development, Danfoss A/S, explains.

Danfoss thus uses SEEBURGER as the embedded functionality adaptor, which makes the new system and Danfoss' large SAP system work together in an XI – Exchange Infrastructure.

The choice of SEEBURGER as the new large integration tool in Danfoss was made after a thorough review of the existing integration solutions on the market.

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document formats, and this is decisive," Peter Sonne points out.

When a company chooses to extend SAP NetWeaver with SEEBURGER the implementation can be handled by the company itself. Danfoss was assisted by an experienced SEEBURGER consultant in connection with the technical implementation and competence building in Danfoss' internal Business Integration Dept.

"It's almost like a Swiss army knife:

SEEBURGER has a long number of integration functions which enable us to exchange documents via SAP XI both internally and externally – this is extremely important to us. Not only when we integrate new companies, but also in the development of our internal systems and businesses,” Flemming Lund-ing says.

It is decisive for the integration tool that it reduces the use of manual integration and transfer of documents and files. Thereby the risk of errors is minimised, and the quality and safety in the systems optimised.

”Technically, SEEBURGER has been both easy to implement and test in the environments we work in. It is my opinion that we now have a solution which enables us to integrate systems both more quickly and more cheaply which has become a competitive parameter,” Peter Sonne states.

The Danfoss Group

Danfoss A/S is an international Group and a leader in research, development and production of mechanical and electronic components and solutions.

Our products help to heat and cool homes and offices, refrigerate food and control production lines. In short, Danfoss contributes to the conveniences of modern life as well as to a safer and cleaner environment.

Our success as a producer stems from our ability to combine traditional mechanics-based technologies with electronic solutions. Through innovative mechanical design and electronics, of-

ten including embedded software, we provide robust products of high quality, reliability and versatility.

Danfoss strives to meet its goals with minimal consumption of raw materials and energy, the least possible impact on its surroundings, and the most efficient use of resources.

Danfoss is one of Denmark’s largest industrial Groups and is based in Nordborg, in southern Denmark.

Acquisition of companies, business expansion and establishments

In order to support Danfoss’ strategy of being the number one or two within all strategic core business areas, the Group acquired 12 businesses in 2006 for a combined total cost of 305m EUR (2,272m DKK).



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