



## ARGO-HYTOS

ARGO-HYTOS GmbH, with over 1,000 employees in two production facilities in Germany and the Czech Republic and international sales offices, is a leading manufacturer of sophisticated filtration and hydraulic systems. For fast electronic data interchange, the company chose a service from SAP partner crossgate AG that is leveraging a component of the SAP NetWeaver® technology platform.

### AT A GLANCE

#### Outsourcing Objectives

- Implement a flexible and cost-effective solution for business-to-business (B2B) integration on a single platform
- Achieve a high level of service and quality
- Ensure compliance with internal IT strategy, focused on SAP® solutions

#### Scope of BPO Project

- B2B 360-degree services for SAP solutions, enabling electronic data interchange
- Integration of up to 50 business suppliers and customers
- Ongoing transaction management and monitoring

#### Why crossgate/SAP?

- Full EDI compatibility, without adapters or converters
- Partner's extensive transaction network
- Single interface to connect to trading partners as needed
- Payment required only for services in use
- Maintenance of strategic reliance on SAP software

#### Project Highlight

Quick implementation and ongoing rollout

#### Key Benefits

- Innovative setup to meet customer requirements
- Accelerated processes, due to business-to-business integration
- Resource savings, due to avoidance of paper-based and manual processes

#### Customer Web Site

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

#### Industry

Automotive

#### BPO Provider

crossgate AG

#### BPO Provider Web Site

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

#### Solutions and Services

- SAP NetWeaver® Exchange Infrastructure component
- crossgate's B2B 360-degree services for SAP solutions

#### Existing Environment

SAP Business Suite family of business applications

**“We needed a solution to integrate electronic data interchange (EDI) with as many as 50 business suppliers and customers. This solution works with our SAP software, and we benefit from our partner's extensive transaction network, free of risk and investment costs.”**

Kai Sievers  
CIO  
ARGO-HYTOS GmbH



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