

Reference report

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Friedrich GmbH

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About SIGMA

The SIGMA Chemnitz GmbH parent company is an experienced system house with over 80 employees at the Chemnitz and Dresden sites and has been offering a wide range of professional services in the fields of information technology, management and organization since 1990. The group of companies has had ERP experience since 1993.

SIGMA Software und Consulting GmbH has been maintaining an intensive partnership with SAP in the field of medium-sized business solutions since 2007.

All our consultants, developers and sales staff are certified by SAP and continuously undergo extensive training. We love SAP Business One!

About Friedrich GmbH

Industry:

- Manufacture of metal products
- Earth steaming equipment for the small and professional gardener

Solution

SAP Business One

Users

About five users work with SAP Business One.

Goals

- Easier and faster access to the company's figures
- Uniform data management
- Overview of material flows in the individual orders

About the company

Friedrich GmbH in Bernsbach is an efficient producer in the field of metal processing. The company manufactures all kinds of metal products for customers. The company's successful strategy is to deliver high quality products and to ensure that orders are processed on time. The challenge here is the changing requirements for the different products. One of the focal points of Friedrich GmbH's production is its specialisation in the processing of stainless steel. The forming of sheet metal blanks, such as deep drawing, is one of the company's specialities.

As a further mainstay, the company produces soil steaming equipment for small and professional gardeners. Such devices are used to remove germs from the soil. Hot steam is fed into the soil to kill pests such as weeds, fungi, bacteria and viruses. The nutrients contained in the soil are released. On this regenerated soil, the plants now grow faster and with higher yields. Horticultural businesses use the robust and fast large-scale steamers. Very popular in the allotment garden sector are soil steamers in the form of a wheelbarrow, which is extremely mobile and can thus be used anywhere.

Why Business One was introduced...

Prior to the introduction of SAP Business One, Friedrich GmbH primarily used standard office programmes and tradesman solutions to control its processes. However, with the increasing complexity of the tasks, these solutions soon proved to be no longer sufficient. Especially for the strategic control of the company and the necessary quick decisions, an integrated solution like SAP Business One was simply necessary.

How did the introduction work?

„We had already asked around beforehand and learnt that the implementation of SAP Business One is proceeding quite quickly and largely without problems. We can only confirm this from our own experience.“ says Mathias Friedrich, one of the two managing directors. This confirmed that the SAP Business One solution is precisely tailored to the requirements

of small and medium-sized businesses, and these requirements also include problem-free integration into the existing processes. „SIGMA has proven to be a reliable and extremely competent partner and has supported us in all stages of the implementation.“ adds the other managing director of the company Sören Friedrich.

Has the use of Business One been worthwhile?

The newly introduced SAP Business One solution now makes it possible to view the company's key figures more quickly and to make decisions based on them. This fully reflects the increasing complexity of the company. For the management, it provides a transparent insight into the status and figures of the company. This makes it easier and faster than before to manage a wide variety of customer orders and to control the flow of materials and products.

In addition, SAP Business One also facilitates work with customers. All data is held here centrally in one place. This in turn reduces the multiple data storage in the individual systems that is quite common in office operations today. Redundancies are thus avoided and the efficiency of the customer relationship is increased.

In addition to the positive effects described here for ongoing operations, Friedrich GmbH is now also optimally positioned for the future developments of the company. This provides a certain competitive advantage, as information can be accessed more quickly and in a more targeted manner, which is also reflected positively in customer satisfaction.

In retrospect, the move away from individual solutions to a fully-fledged and integrated system for corporate management has been completely worthwhile. „If we were faced with the choice of introducing a system like SAP Business One again today, we would make the same decision,“ concludes Mathias Friedrich.

This is what our customer says...

„If we were faced with the choice of implementing a system like SAP Business One again today, we would make the same decision. We had already asked around beforehand and learned that the implementation of SAP Business One is quite quick and largely problem-free. We can only confirm this from our own experience. SIGMA proved to be a reliable and extremely competent partner and supported us in all stages of the implementation.“

Mathias Friedrich, Managing Director, Friedrich GmbH