



CREATING AN OPEN INFRASTRUCTURE BASED ON THE WEBMETHODS PRODUCT SUITE

Challenge

Mondi Packaging Bags' site acquisition strategy resulted in a heterogeneous IT landscape structure that was rapidly becoming too complex. Over 20 different back-office systems were running on a wide variety of platforms and with varying software release statuses — all systems needed to be connected to the sales portal.

Solution

Mondi Packaging needed to create an integration layer to connect all company systems and all of its customers' procurement systems to the sales portal. Using the webMethods product suite, customer procurement, accounting, production planning and control systems are now connected to the portal to underpin Collaborative Planning, Forecasting and Replenishment standards.

Benefits

Faster and easier procurement processes, access to real-time information, easily accessible and totally transparent status of orders and deliveries, increased company productivity and increased customer satisfaction are just a few of the important benefits achieved thanks to the integration.



Mondi Packaging is a growth-oriented supplier of packaging solutions and high-performance materials and employs around 14,000 people in 124 sites worldwide. Group revenues in 2004 were well over two billion euros, of which 630 million were generated by the bags business unit alone. This division manufactures paper sacks tailored to the individual needs of its customers. Mondi Packaging Bags is the world leader by marketshare in this industry sector and a pioneer in its quality and service offering.

Get there faster.™

“We are now able to supply customer-oriented information in real-time, which enables our sales department to concentrate more on advice and service. Our customers are happier and even more loyal to us.”

Rainer Steffl | IT & Organization Manager | Mondi Packaging Bags

The Mondi Packaging Group has set itself some demanding objectives, including extending its leadership position in innovation and ensuring that all management decisions have a positive impact on competitiveness, as well as on the bottom line.

With its online procurement portal, Mondi Packaging Bags is raising the bar within its industry and extending its competitive lead. The sales portal is a globally accessible, open supply chain management infrastructure that was developed using the webMethods product suite. Customer procurement, accounting, production planning and control systems can be easily connected to the portal to underpin Collaborative Planning, Forecasting and Replenishment (CPFR) standards. Customers can search all Mondi Packaging Bags sites for their stock levels, turnover, current order status, and of course they can also enter new orders. A map of the customer’s organizational structure is provided, so the customer can see which deliveries have been made from each Mondi Packaging Bags site to the customer’s own sites.

An increasingly complex IT infrastructure

Behind the scenes, the heterogeneous IT landscape structure was rapidly becoming more complex, because five to six new Mondi Packaging Bags sites were acquired every year. “For example, in 2003 alone we bought nine new sites in Mexico, Rumania, Scotland, Serbia, Tunisia and the USA,” says Rainer Steffl, IT & Organization Manager, of his division’s business model. “As a result, the IT landscape is just as complex—we have 20 different back-office systems running on a wide variety of platforms with varying software release statuses. With that situation, it made complete sense to create an integration layer to connect all the systems to the sales portal.”

Comprehensive integration including SAP

What made Mondi Packaging choose Software AG was its solution’s value for money, as well as the company’s expertise in SAP. This was important because Mondi Packaging Bags was planning to gradually implement SAP systems in all of its larger production sites. Mondi Packaging wanted to connect its sites easily with its customers’ procurement systems. Between August 2002 and September 2003, a total of 42 production sites were successfully connected to the sales portal.

Getting results – faster

The comprehensive integration with the sales portal makes procurement processes faster and easier, increases customer satisfaction with a wide variety of real-time information and increases the company’s productivity.

“We have several hundred customers using our sales portal today, and more and more sign up every week,” says Steffl. “The customer feedback has been really fantastic.” One of the customers using the portal is Omya, a global manufacturer of mineral raw materials. “The sales portal makes our procurement processes much easier, because the status of orders and deliveries is easily accessible and totally transparent,” confirms Friedrich Platzer, Manager of the Purchasing Department at Omya in Austria. “This type of portal can reduce procurement process costs to a minimum once the platform is 100 percent integrated into our own ERP systems. Very few other suppliers are able to provide this level of service.”

The next steps were immediately planned after the successful implementation. Products were developed to facilitate an even deeper degree of integration between the back-end and customer systems. These enabled data to be sent from the customer’s production systems via XML to Mondi Packaging Bags’ systems. Using Collaborative Planning, Forecasting and Replenishment (CPFR) in this way, the company was able to create

synergies resulting in increased efficiencies and decreased costs in production, warehousing, and delivery. The use of Web services was also considered to enable customers to run the sales platform from within their own application environment instead of using the Web front-end. On completion, the sales portal turned into an open infrastructure, using comprehensive supply chain management functionality to optimize all delivery and procurement processes from Mondi Packaging Bags right through to the customer.

KEY COMPONENTS

webMethods product suite

The webMethods product suite delivers Business Infrastructure Software, enabling companies to automate and improve business processes and eliminate point-to-point integration challenges.

ABOUT SOFTWARE AG

Software AG is the world’s largest independent provider of Business Infrastructure Software. Our 4,000 global customers achieve measurable business results by modernizing and automating their IT systems and rapidly building new systems and processes to meet growing business demands.

Our industry-leading product portfolio includes best-in-class solutions for managing data, enabling service-oriented architecture, and improving business processes. By combining proven technology with industry expertise and best practices, our customers improve and differentiate their businesses – faster.

Software AG – Get There Faster

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