

## LEGACY MODERNIZATION

# ELEKTROSKANDIA IMPROVES LOGISTICS SERVICES WITH APPLINX

### Challenge

An electrotechnical manufacturer and wholesaler focused on excellent customer service, Elektroskandia provides electrical equipment, electrical systems, industrial supplies and household appliances to its vast array of suppliers and partners. Larger suppliers utilize electronic data interchange (EDI) to interface with Elektroskandia's mainframe-based enterprise resource planning (ERP) system. But many (more than 900) of its suppliers are too small for such a solution; thus, Elektroskandia must rely on faxes to confirm orders – a time-consuming and often unreliable method.

### Solution

With a goal to streamline the order process for all its suppliers, Elektroskandia chose to make internal systems available to its partners and customers via an extranet using Software AG's ApplinX – a software tool that allows the company to extend its valuable legacy systems to the Web and to a Service-Oriented Architecture (SOA). Now, with ApplinX exposing functionality from the mainframe both as Web pages and Web services, Elektroskandia's suppliers can easily confirm orders through the supplier extranet, increasing efficiency and reducing the workload for Elektroskandia while improving service to customers.

### Benefits

By using ApplinX to modernize its legacy systems, Elektroskandia is supporting its business strategy of making its internal services and systems accessible to partners and customers. As a result, valuable functionality on the mainframe is exposed as Web services and extranet pages, making the order confirmation process more efficient. Further, the solution is enabling Elektroskandia to automate processes within its service organization, streamlining invoice management as well.

 **Elektroskandia**

Elektroskandia is a leading wholesaler of electrical equipment, electrical systems, industrial supplies and household appliances. Elektroskandia has 760 employees and a turnover of approximately 600 M€. The company is a subsidiary of the international Hagemeyer group. Elektroskandia maintains operations in Norway, Sweden, Finland, Estonia, Latvia, Lithuania, Poland, Russia and China.

*“With ApplinX, we have been able to expose important mainframe functionality on the web in a smooth and quick way.”*

Tomas Kuniholm | Development Manager | Elektroskandia

### ApplinX Functionality an Exact Fit

With more than 1,000 suppliers and thousands of customers, Elektroskandia must provide excellent customer service to ensure success of its business. Part of that service is managing and coordinating orders, deliveries, invoices and much more. In an effort to increase efficiency of invoice management and streamline the order confirmation order process, Elektroskandia began searching for a way to integrate its suppliers and partners into the supply chain process. That’s when the company turned to Software AG and ApplinX.

“The functionality in ApplinX was exactly what we were looking for and we didn’t really find any other viable alternatives,” recalls Tomas Kuniholm, Development Manager for Elektroskandia. “The implementation ran very smoothly and it was good to work with Software AG.”

### Added Value for Customers and Suppliers Alike

On a day-to-day basis, ApplinX is helping Elektroskandia meet its ongoing mission of excellent customer service. “The most important thing,” notes Kuniholm, “is that a number of suppliers use ApplinX to give us updated delivery information; this is important to us because it allows us to give better delivery forecasts to our customers.”

ApplinX is also making a difference for the 70 percent of suppliers that don’t have the capability the larger suppliers have to transmit invoices to Elektroskandia via EDI and XML. “The idea is to expose CICS programs with ApplinX so these suppliers can type their invoices directly into our system,” explains Kuniholm.

Further, having these mainframe programs exposed on the Web means customers can easily retrieve information on their purchasing history. In fact, Kuniholm remarks, “The short implementation time for exposing applications on the Web using ApplinX is extremely valuable to us.”

ApplinX is clearly helping Elektroskandia reap the benefits of legacy modernization and Web enablement.

### KEY COMPONENTS

ApplinX was used to expose CICS applications to the Web, both to enable suppliers to confirm or change delivery dates and to allow suppliers to type invoices directly into Elektroskandia’s mainframe system.

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