

## LEONI Standardizes Quotation and Development Process with SAP® Product Lifecycle Management

LEONI is an international provider of wiring, fiber optics, cables and cabling systems, and related services for the automotive sector and other industries.

Founded in 1917, the company is now one of the world's leaders in cable technology. More than 79,000 highly qualified employees in 32 countries are currently helping LEONI strengthen and expand its prominent market position on the global stage.

True to its status as one of the first cable manufacturers in the world, LEONI is setting new standards with an innovative portfolio of products, technologies, and services that leverage the latest sustainable innovations – all with an emphasis on responsible practices along the entire value chain.

To make its product innovation process much faster and more efficient, the company's WCS (Wire and Cable Solutions) Division made the decision to implement SAP® Product Lifecycle Management. Besides improving collaboration between its development and sales divisions, this step has reduced the time it takes for LEONI to deliver new products to its customers around the world.



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## Company

LEONI AG

## Headquarters

Nuremberg, Germany

## Industry

Automotive

## Products and Services

Wiring, fiber optics, cables and cabling systems, and services for the automotive sector and other industries

## Employees

79,000

## Web Site

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

## Revenue

€4.5 billion (2015)

## Partner

SAP Consulting

## Objectives

- Support LEONI's global strategy of expansion and innovation
- Ensure a high degree of standardization by reusing components from other projects
- Maintain control of an increasing range of product variants and a single source of truth
- Harmonize PLM business processes and master data while consolidating a global IT landscape
- Implement worldwide access to shared data
- Roll out SAP® PLM at around 50 locations around the world (approximately 750 users)

## Solution

- SAP Product Lifecycle Management, implemented as a global backbone for all company processes
- Support for a "design anywhere – produce everywhere" philosophy (by standardizing and automating the synchronization of EBOMs and MBOMs, for example)
- Use of product structure management to map product compositions based on reusable modules and platforms while factoring in technical processes in manufacturing
- Implementation of a global, interdisciplinary change process based on engineering records in SAP PLM 7, including automation of standardized process steps
- Access control management to protect confidential information
- SAP portfolio and project management (to plan and monitor project costs and deadlines, for instance)
- Implementation of a global document management system

## Benefits

- Fewer system failures and improved data quality in the quotation and development process thanks to end-to-end PLM/ERP processes
- Long-term reduction in development costs due to increased standardization and reuse
- Transparency and electronic notifications accelerating the change process
- Greater flexibility in quotation and order processing based on consistent processes and tools
- Global document management system ensuring a single source of truth

## Improved collaboration

among engineering teams across all areas

## Class-A supplier status

achieved thanks to increased process transparency

## Long-term confidence

based on the ability to meet future requirements in providing IT support to global company processes

"When you look at our ongoing operations, the added value that comes with an integrated PLM/ERP system is easy to see. In SAP Consulting, we also have a skilled partner that's helping us achieve our global project objectives."

Gerhard Angermann, Project Lead for SAP Product Lifecycle Management, LEONI (WCS Division)

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