



CAMBRO PRESSWERK KONGEN GMBH

IN THE CHANGE OF TIME

AT A GLANCE

Cambro Presswerk Kongen GmbH

Unterensingen, Deutschland
further Locations: USA, China, Turkey

- Distribution: worldwide
- Branch: Industry
- Products: Production of plastic products for the catering industry
- Employees: 80
- Website: www.cambro.com
- Solution: SAP Business One with APLIKO SCM Industry

Why SAP Business One

- Processing of various customers with regulation via purchasing associations via EDI
- Attractive price-performance ratio on a rental basis
- Further development (roadmap) / future security of SAP
- Short introduction time

Numbers/ Facts since GoLive

- Project implementation: 2 months
- Significant increase in sales with existing customers
- Sales with new association members
- higher liquidity through EDI with the purchasing association (regulator)

Implementation Partner

WUD Business
Solutions GmbH
www.wud.de



APLIKO GmbH
www.apliko.de



Cambro GmbH started more than 70 years ago with the aim of producing a dining tray for hospitals of the highest quality. Today, Cambro GmbH can call itself a manufacturer and global supplier of innovative and high-quality products for the catering sector.

In the meantime, not only trays, but also serving tables, products for presentation and storage, shelving units, products for the display of goods and heat-insulated transport as well as innovative dishwashing systems and solutions for food distribution in the health sector are manufactured in series and individual production.

In a highly competitive industry, Cambro is committed to continually investing in manufacturing processes to make methods more efficient in terms of processes and materials, and to contain costs while maintaining the high quality that has come to be expected.

With the introduction of SAP Business One, precisely these processes could be made more efficient and cost-saving. In addition, with the introduction of the SCM Industry add-on, various customers with regulation via the various purchasing associations (wholesale) could finally be processed via EDI. For Cambro, this meant new customer sales and a significant increase in liquidity through communication via EDI.

Helmut Smykalla, general manager at Cambro GmbH, is more than satisfied with the implementation of SAP Business One with SCM Industry:

„We didn't just receive an ordinary merchandise management system, but were guided very well by our implementation partners through the selection of special add-ons. The combination of SAP Business One and the SCM Industry add-on, which was tailored to our industry, had the best cost-benefit factor for us compared to the competitive solutions. Requirements such as EDI, external production, planning or confirmation functions are ideally mapped in the integrated solution. The high flow of information has optimized our processes enormously, so that we were able to see the first successes after the record-breaking 2-month project implementation. Today we can clearly measure how sales with existing and new customers have increased and costs have been reduced.“

It is certain that the future will continue to bring major changes to the industry. But Cambro is well prepared. With a software solution that adapts to market changes and implementation partners who are always there for your customers.