



Success Story

Introduction and selection process of purchasing software for strategic purchasing at Schmitz Cargobull.

Schmitz Cargobull is Europe's market leader in commercial vehicle construction. For more than 125 years, the family-owned company has been producing semitrailers and trailers and superstructures for trucks.

Industry
Commercial Vehicle
Construction

Turnover
2.29 billion euro
(2018/2019)

Staff
ca. 6,500
(2018/2019)

Head Office
Altenberge
(Germany)

In 2017, Schmitz Cargobull implemented the shopping software ASTRAS as an "on-premise" solution with Allocation Network.

In an extensive selection process, the requirements were determined by Schmitz Cargobull and several market participants were examined in a tender. The software solution had to be convincing in four selected core areas: strategy, processes, it and costs.

In detail, the software solution should offer the following added value:

1. Reduction of manual and administrative processing costs
2. Reduction of process costs
3. Creating open spaces for strategic tasks
4. Secure and protocolable data exchange and standardized process processing
5. Integration of existing IT systems

allocation



In the final elimination process, Allocation Network has prevailed against other competitors with the following points:

1. Seamless integration into the existing SAP system
2. Future viability of the software
3. High user-friendliness
4. High solution competence of the provider

The worldwide go-Live was done four months after the original kickoff. Since then, potential suppliers have been able to apply via the homepage of Schmitz Cargobull as a supplier and have since received inquiries in digital form.

One key component for the rapid introduction of ASTRAS was the open communication with the suppliers. A joint commitment to the future strategic cooperation and the importance of the supplier platform for Schmitz Cargobull allowed a rapid on-boarding of the suppliers during the project phase.

"Schmitz Cargobull is thinking about letting the supplier maintain quality data in the future. This would move the data from a obligation to a seek and would therefore be permanently visible to both partners. ASTRAS already offers this possibility with the module collaboration."

Andreas Groll | Manager Purchasing Chassis at Schmitz Cargobull AG

About Allocation

Allocation is a best of breed solution provider for strategic purchasing and supplier quality management.

We are privately owned and have been operating for over 20 years.

The entire procurement process beyond contract awarding of a product lifecycle is centralized & organized using our Supplier Management, Sourcing, Auctions and Collaboration modules.

The software is developed, distributed and supported in Munich and used by our customers (e.g. BMW, Siemens, Stadtwerke München, MAGNA and VOITH) as an integrated SaaS or on-premise solution.

Reliable - Personal - Competent

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