

# Improved Efficiency at ABB Cewe-Control

**Capgemini leverages standardized solution based on SAP to help ABB maximize benefits at minimum risk**

## **The Situation**

The Cewe-Control division of ABB Automation Products manufactures, develops and markets products and solutions that control and distribute electrical energy at voltages of up to 1,000 volts. Cewe-Control markets itself globally to customers in all sectors. The business, with its 550 employees distributed over three locations in Sweden, needed a solution that would meet Cewe-Control's future needs. This is where Capgemini came in with its standard configured solution for the manufacturing industry based on SAP.

## **The Solution**

The project began with the Västerås unit, after which it was rolled out to the other units. All that remains now is to replace the present production system in Nyköping. *"The roll-out has gone quickly and smoothly, and has stuck to budget,"*

says Ewa Nilsson, Business Developer at ABB Cewe-Control.

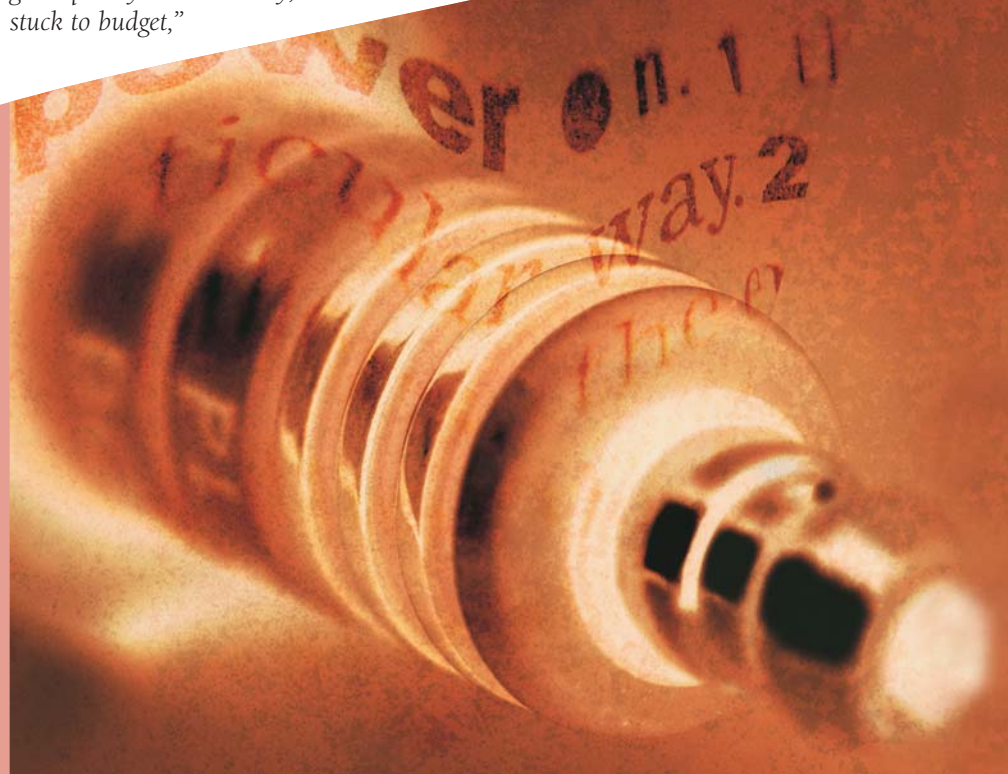
## **The Result**

Cewe-Control has benefited greatly from the solution. According to Ewa Nilsson, the annual cost of the business system was cut by approximately 50% enabling the project to quickly pay for itself. The greatest advantage comes from having an integrated system.

*"We are very impressed by the solution, the development of which keeps pace with the new demands of our industry. We've been able to incorporate new businesses and new solutions quickly and cost-effectively,"* says Mrs Nilsson.

**“We've benefited greatly from the sector-specific solution delivered by Capgemini.”**

Ewa Nilsson  
Business Developer  
ABB Cewe-Control



**How ABB Cewe-Control and Capgemini Worked Together**

Capgemini was already a trusted partner for ABB, working in close collaboration with the manufacturer to streamline its business across several companies. With its highly successful standard configured solution for the manufacturing industry based on SAP and proven expertise in managing large, complex projects, Capgemini was the perfect partner to help Cewe-Control address its growing needs.

*“Many of our customers are wholesalers, and to them a flexible customer order management system is essential,”* says Ewa Nilsson, business developer at ABB Cewe-Control. *“They are dependant on short delivery times, in certain cases within 24 hours.”*

The majority (80%) of export order transactions were conducted via EDI, placing heavy demands on Cewe-Control’s IT support. Given that Cewe-Control’s customer order management system and EDI are critical to the business, the project had to deliver the expected results to minimum risk.

*“Our ambition was to conform as closely as possible to Capgemini’s standard configured solution for the manufacturing industry, and we’ve succeeded,”* says Ewa Nilsson.

The installation comprises support for financial systems, sales, distribution, materials administration and manufacture. Ewa Nilsson adds that Cewe-Control’s partnership with Capgemini gave it a better understanding of the system and how the business could exploit it to the full.

*“The project was professionally executed and we stuck very closely to schedule,”* says Thomas Arlid, project leader at Cewe-Control. *“There was a very good relationship between Capgemini’s consultants and our own resources for the entire implementation process. The all-important transfer of knowledge was made easy thanks to the knowledge and skills of Capgemini’s consultants.”*

*“We judge the system to be very stable, and we’ve had no major disruptions, not even at start-up,”* says Ewa Nilsson. *“Now that we’ve been running the system for a few years, the organization feels ready to develop the solution further, and Capgemini is the natural choice of partner.”*

The collaborative way of working has been an important factor in the success of the project. Future projects of interest include solutions for data storage and analysis. Quality control is another area of potential development for Cewe-Control.



**About Capgemini and the Collaborative Business Experience**

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In collaboration with



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Sustainability is integral to all aspects of ABB’s business. It strive to balance economic, environmental and social objectives and integrate them into its daily business decisions. Technology plays a key role and ABB has activities all over the world to develop unique technologies to help its customers become more competitive, while minimizing environmental impact.