

Behr Improves Purchasing Planning with Capgemini's Help

An SAP purchase planning tool has made it possible for automotive supplier Behr to develop a new strategic purchasing planning approach

The Situation

Behr GmbH & Co. KG, based in Stuttgart, Germany, is a systems partner for the international automotive industry. The Behr Group specializes in automotive air conditioning and engine cooling systems.

The company's old purchasing planning processes, based on different data and using individual Excel solutions were proving too slow for existing sales plans.

Behr decided it was time for a new purchase planning approach. The company also determined that spending on supply purchases and the ratio could be optimized.

The Solution

Behr developed a future strategic purchasing planning approach spanning several years using a new SAP purchase planning solution. Capgemini was selected for the design and implementation of this system. The purchasing planning tool was implemented on the company's existing SAP Business Information Warehouse (BW) system.

The Result

The purchasing solution has completely revamped Behr's purchasing planning process and made it possible for the company to develop a new strategic purchasing planning approach.

“We have achieved a higher transparency in a very short time with the new purchasing solution. Now we can focus on areas where there are exceptions.”

**Uwe Schneider,
Project Leader,
Strategic Purchasing,
Behr**



How Behr and Capgemini Worked Together

Specializing in automotive air conditioning and engine cooling systems, the Behr Group is one of the world's leading manufacturers and suppliers of original equipment for passenger and commercial vehicles. Group sales in the 2004 business year came to around €3 billion. Currently Behr employs 18,000 staff at 10 development and 30 production sites in Europe, North and South America, Asia and South Africa.

Behr engaged Capgemini to provide implementation services and business process re-engineering of the purchase planning tool, while Behr provided its own training services.

The scope of the project included the design and implementation of a groupwide integrated strategic purchase planning tool using SAP SEM (Strategic Enterprise Management). The solution was to be deployed to approximately 180 users at nine different locations across Germany, Spain and France.

Right from the beginning, the team was confronted with a very tight implementation timeframe. The go-live date was already established and unchangeable, and the team also realized that there was additional conceptual pre-work that needed to be done.

The new purchase planning tool was based directly on the sales quantities separated by the bill of material; therefore the system could not be created or implemented without a final and released sales plan beforehand.

The tool has found great acceptance within Behr and has demonstrated planning processes supported by state-of-the-art IT. The tool has completely revamped the purchasing planning process and made it possible for the company to develop a new strategic purchasing planning approach.

The solution has the potential to set the trend for future developments of planning tools within the Behr Group. Possible enhancements to this project include extending the purchase planning with target planning.

This project also has resulted in a follow-up project to design and implement an analytical tool based on SAP BW (Business Information Warehouse) to evaluate suppliers.



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