



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 QAD Allocation shopping software as an “on-premise” solution.

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

QAD Allocation



In the final elimination process, QAD Allocation 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 QAD Allocation 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. QAD Allocation already offers this possibility with the module collaboration."

Andreas Groll | Manager Purchasing Chassis at Schmitz Cargobull AG



About QAD Allocation

QAD Allocation, a division of QAD Inc., provides industry-leading strategic sourcing and supplier management solutions to help manufacturers deploy digitized source to contract solutions. QAD Allocation solutions help to achieve optimal supplier selection, accurate supplier performance analysis, improved supplier quality standards, supplier risk information and mitigation as well as reduced material costs within direct and indirect spend categories. QAD Allocation solutions are part of [QAD's Integrated Supplier Management](#) set of capabilities designed to improve supply chain visibility and supplier performance, enabling faster response to changes in supply and demand. For more information about QAD Allocation, visit www.allocation.net/en.

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