

# Business case web-EDI at Atlas Copco

## The Challenge



Back in 2002 Atlas Copco Airpower wanted to setup enhanced communication with a growing number of suppliers. At the same time they wanted to limit the growing transactional costs of the existing EDI/Edifact tool. There was a need for an open, secure and reliable solution for integration and closer collaboration with all parties of the supply chain without raising transactional costs, says Koen Moons, Manager of the Airpower Inbound Center

## The strategy

Montova had the best specs, combining an open platform with easy growth path and the right protocols for the needs.

After a successful test period of one year with a limited number of participants, Atlas Copco moved from a solution with only access for some inbound suppliers to the actual solution with all suppliers and on average 10.000 to 15.000 messages a day. The solution was completed with a user friendly supplier portal, 3<sup>rd</sup> party logistics (3PL) facilities and e-invoicing.

## The result

A recent evaluation after 5 years of use confirms the reliability and stable usage of the platform. Projects for extensions to other parties with more connections are covered very well by experienced Brain<sup>2</sup> developers with long term engagement and business insight at Atlas Copco. Koen Moons very much appreciates the Brain<sup>2</sup> people for this.

The platform has proven to be capable to cope with the fast growing needs for communication and was also an enabler of this growth, allowing shorter communication lines and more insight into the logistics.

Montova intervenes at the core of the activities, without a fast information exchange the factory would slow down remarkably and the costs of doing this via the old EDI solution would be enormous.

Montova has become a reference at Atlas Copco worldwide for any communication with external parties Koen Moons adds.

Order	Supplier	Buyer/Planner	Qty	Price	Line Status	Date
4432	Brain² Inbus VD001	US1	4100		USD	
Line #	Item #	Description	Quantity	Price	Line Status	Date
1	27002	H00 27002	22,22 PC	11,22	Confirmed	09 nov 2009
3	27003	H00 27003	21,21 PC	21,15	Partially Shipped	09 nov 2009
4	27004	H00 27004	2,00 PC	15,00	Deviated to Supplier	20 nov 2009
5	27005	H00 27005	6,00 PC	44,15	Confirmed Cancel	09 nov 2009
6	27006	H00 27006	9,22 PC	90,15	Acknowledged	09 nov 2009
020000008	ATLAS COPCO ROCK DRILLS 48 EA	US1	4100		EUR	
PO1	Brain² Inbus VD001	US1	4100		USD	
PO2004	Brain² Inbus VD002	US1	4100		USD	
PO2005	Brain² Inbus VD002	US1	4100		USD	
PO421	Brain² Inbus VD001	US1	4100		USD	
PO5	Brain² Inbus VD001	US1	4100		USD	
PO6	Brain² Inbus VD001	US1	4100		USD	
PO7	Brain² Inbus VD001	US1	4100		USD	

## About Atlas Copco

Atlas Copco is a world leading provider of industrial productivity solutions.

The products and services range from compressed air and gas equipment, generators, construction and mining equipment, industrial tools and assembly systems, to related aftermarket and rental.

In close cooperation with customers and business partners, and with 136 years of experience, Atlas Copco innovates for superior productivity.

Headquartered in Stockholm, Sweden, the Group's global reach spans more than 160 markets. In 2008, Atlas Copco had 34 000 employees and revenues of BSEK 74 (BEUR 7.7).

Learn more at [www.atlascopco.com](http://www.atlascopco.com).

## About Montova™

Montova™ is a managed appliance of Brain<sup>2</sup>.

Brain<sup>2</sup> is an ICT Consulting and Services Company. Each day we deliver high level consulting and quality services to achieve customer satisfaction.

Montova™ is tomorrow's number one EDI, B2B and e-Invoicing solution.

With Montova™, organizations can exchange information, data and business flows with their partners; regardless of size, format, location or technology. The 24/7 monitored platform offers unequaled guarantees and security for a flat annual fee.

The interoperability and independence of Montova™ make it an organization's best choice for secure B2B integration and e-Invoicing.