

Lenze's EDI Drive

[Drive producer Lenze opts for crossgate's SAP NetWeaver XI on-demand service / workshop at the 8th Annual Meeting of Industry Decision-Makers](#)

Starnberg, 26 April 2007 – **crossgate can enable EDI at the touch of a button. Its on-demand service involving SAP NetWeaver XI™ makes it possible for companies to benefit fully from EDI without having to invest in additional software first. This solution is now being employed by Lenze, a German manufacturer of drives and automation technology, to link up its suppliers and customers and subsequently benefit from the advantages that the transaction-based model can have. The project is going to be presented as part of a practical workshop at the 8th Annual Meeting of Industry Decision-Makers, to be held in Berlin on 21-22 June 2007.**

Lenze is a leading manufacturer of products, systems, solutions and services concerned with mechanical and electronic drives and automation, and has around 3,300 employees worldwide, 300 of whom work in R&D alone. The IT company that Lenze contracts – bhn Dienstleistungen GmbH & Co. KG, which, like Lenze, is based in Aerzen, Lower Saxony – runs its European computing centre as well as its internal and external corporate networks. A certified SAP Customer Competence Centre, bhn's staff are experts on all of SAP's applications and provide the Lenze Group with those it requires. One of these products, SAP NetWeaver XI™, is an integration tool that simplifies data exchange considerably within the SAP world. By creating an interface to its own Business Integration Platform™ (B.I.P.), crossgate enables information to be transferred to business partners who use other software applications. Via B.I.P., which is currently the largest business transaction platform in Europe, approximately 200-300 documents are transferred electronically each month on an on-demand basis, including purchase orders, order confirmations and invoices. What's more, the new implementations that the German drive and automation specialist has made are gradually all being conducted via the transaction platform.

“Seeing as the most important systems here work with SAP software, it was the issue of conformity that had priority for us,” explains Josef Flügel, Project Manager for EDI at Lenze. “crossgate is a partner with proven expertise in this area. We were particularly impressed by the monitoring possibilities that their EDI Monitor has and by the short implementation period they needed, which was just four weeks,” he adds enthusiastically. crossgate is also able to offer its on-demand service to companies without any SAP NetWeaver XI™ licences of their own as its service comes complete with NetWeaver XI™ licences on B.I.P.

Josef Flügel will be presenting the project in conjunction with crossgate as part of a workshop on practical issues at the 8th Annual Meeting of Industry Decision-Makers. Those

interested in attending the two-day event, which provides opportunities to obtain information and expand your network of industry contacts, can register here:

http://www.crossgate.de/public/Faxantwort_engl.pdf.

crossgate AG (formerly indatex SCI GmbH) – the company:

The crossgate AG, based in Starnberg, has been the supplier of Europe's largest centralized transaction platform, the Business Integration Platform™ (B.I.P.), for six years now. The focus of the company is on the innovative integration of critical and inter-company business processes, as well as transaction-based process handling. crossgate combines industry and process know-how for more than 34.000 companies in the automotive and manufacturing industries, logistics, and retailing with great technological problem-solving ability in IT. The list of customers includes established names like Audi, Bermbo, CeramTec, Fiege, Hartmann, Lanxess, Philips, voestalpine Automotive, VW und Zumtobel.

The principal shareholders of crossgate are the DAH-Beteiligungsgesellschaft of the family of the SAP founder Dietmar Hopp, the Otto Wolff Industrieberatung und Beteiligungen GmbH and the Al-Jomaih Group. There are over 200 employees in five locations in Germany and subsidiaries in Milan (crossgate Italia S.P.A.), New York and Dublin / Ireland. The founder and CEO of crossgate is Stefan Titel. More information at www.crossgate.de

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