

## There Are No Limits to EDI

### Emitec introduces EDI

*Starnberg, 30 July 2007* – Innovation and environmental protection both play a major role at Emitec Gesellschaft für Emissionstechnologie, a supplier to the automotive industry based in Lohmar near Bonn, Germany. One of the logical consequences of having such a focus is the gradual elimination of paper-based documents relating to suppliers' inbound and outbound correspondence. With the aid of EDI technology provided by crossgate, which operates a B2B platform called B.I.P. (the Business Integration Platform™), Emitec is now able to speed up its corporate communication, help protect the environment and achieve cost savings into the bargain.

Emitec, the world leader in the field of metal catalyst carriers, primarily manufactures products for catalytic converters that are fitted into vehicle exhaust systems. Currently, the company has 800 employees based in Lohmar and Eisenach (Germany), Fountain Inn (USA) and Pune (India) as well as having regional offices in Vietnam, Korea, China and Japan. Its range of products is rounded off by diesel particulate filters that can be fitted into new cars and commercial vehicles or retrofitted in older vehicles. A number of renowned car and motorcycle manufacturers are amongst Emitec's many customers.

Since 1986, when it was first established, 91 million metal catalyst carriers have come off the factory production lines. Countless supplier orders are behind this figure, all of which were dealt with in paper-based processes up until recently. By adopting electronic methods of handling its business processes, Emitec will be able to cut its costs dramatically and streamline its logistics processes as well. "A while ago we started looking around for a solution that would allow us to structure communication with our suppliers more flexibly and also make it faster," says Susanne Longrée, head of Information and Corporate Processes at Emitec, adding: "A partner of ours recommended us to contact crossgate, which it said was an expert in B2B integration. We were highly impressed by the concept behind B.I.P. right from the word go. Our company will benefit economically from introducing EDI as our process costs will be reduced. And in addition to that, we're going to fulfil one of our ecological goals by saving paper, which protects important environmental resources," she concludes.

Emitec is currently being connected up to the B.I.P. transaction platform, a step that enables the automotive supplier to become part of a huge network consisting of more than 34,000 linked-up businesses. By providing Emitec with an interface to its Business Integration Platform™, crossgate is enabling the company to exchange information with business partners who use different inventory management systems. In the case of inbound advice notes or delivery notes, these will be directly integrated into Emitec's existing SAP system electronically and can immediately be processed without having to employ a different medium for the purpose. The staff at Emitec can be employed more efficiently since they no longer have to do administrative tasks such as capturing data or arranging for data to be transferred. In fact, the overall workflow is being enhanced as work-related processes are being optimised and documents can now be transferred much more quickly and conveniently.

**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, Berambo, CeramTec, Fiege, Hartmann, Lanxess, Philips, voestalpine Automotive, VW und Zumbel.

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 Tittel. More information at [www.crossgate.de](http://www.crossgate.de)

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