

»The easy enhancement and individual adaptability were most important to us. With ISEC7 for SAP® solutions, this is possible with pure ABAP skills – that completely convinced us.«

Ingrid Schwarz, Regional CIO Monier Central, Northern and Eastern Europe



BRAAS ACCELERATES ITS BUSINESS PROCESSES WITH ISEC7 FOR SAP® SOLUTIONS CRM AND WORKFLOW.

THE CUSTOMER



The Braas GmbH, subsidiary of the Luxembourg Braas Monier Building Group, is the market leader in providing complete system solutions for sloped roofs in Germany. Rudolf Braas and the British company Redland founded the company in 1953. Today, Braas has 11 locations nationwide and about 1,000 employees. The brand is one of the most established construction material brands in Germany. It convinces experts and customers with its high product

quality, extensive service programs and a dense distribution network with highly qualified consultants.

The company has evolved from a saddle stone manufacturer into an expert for entire roof systems. The Braas portfolio includes saddle stones, roofing tiles, damping, solar energy systems and roof system components. With its products, Braas significantly contributes to increasing the houses' energy efficiency.

THE CHALLENGE

Braas uses an SAP CRM industry solution for the construction business as well as SAP Business Workflow to enhance its business processes. For the 125 field based employees and sales representatives, Braas was looking for a solution which allowed to utilise the SAP applications also on mobile end devices (as tablets and smartphones) and to present complex workflows in a clearly arranged way. It should allow to faster review availabilities and to accelerate time-consuming approval processes. As Braas has no developers, the company was looking for a product that could be easily and quickly integrated into their IT landscape. It should also include options to adapt and extend it.

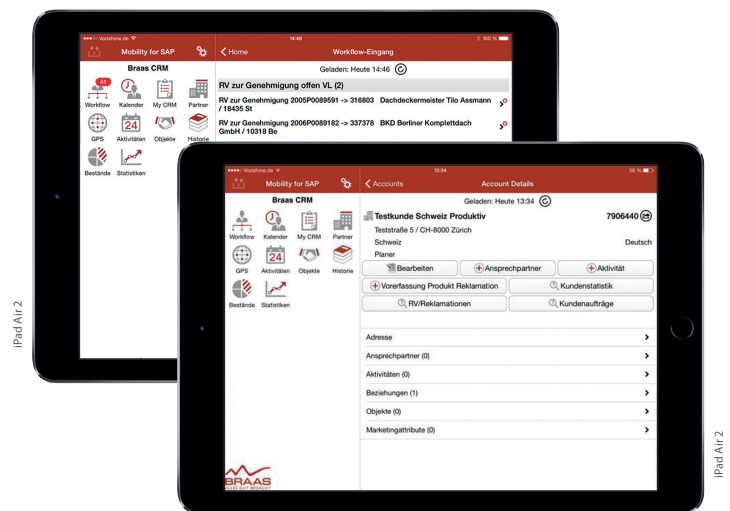
THE USAGE

With ISEC7 for SAP® solutions CRM and ISEC7 for SAP® solutions Workflow, relevant information can be reviewed and edited regardless of time and location. The field staff is always up to date during customer calls, can access important customer data and get information about planned activities. After an appointment, sales opportunities and follow up activities can be quickly updated from everywhere. Furthermore, integrated workflows simplify and accelerate Braas' business processes.

THE SOLUTION

The solutions ISEC7 for SAP® solutions CRM and ISEC7 for SAP® solutions Workflow were selected. The Braas management was convinced by their intuitive usability as well as the possibility to quickly adapt and enhance them to fit individual requirements. Pure ABAP skills are sufficient for integrating and programming the ISEC7 solutions.

Furthermore, ISEC7 for SAP® solutions does not require any middleware and can be easily and quickly installed. Thus, Braas could immediately use the solutions delivered as standard versions. Customised enhancements that were implemented include: reports on customer statistics and product availability from ERP, workflows for improved business processes, customer visit reports including pictures, presentation of construction objects as well as the notification and registration of product claims with photos showing the problem and GPS customer radius search. ISEC7 implemented the solutions.



ABOUT ISEC7 GROUP

The ISEC7 Group is a global provider of mobile business services and software solutions. The company was one of the first movers in mobilizing company and business processes. Today, ISEC7 has numerous renowned companies and governmental organizations as committed customers. The company continually invests in the

evaluation and development of new technologies. ISEC7 solutions, such as ISEC7 Enterprise Mobility Management Suite, ISEC7 Mobile Exchange Delegate and ISEC7 for SAP® solutions have proven to be groundbreaking in the mobility sector.

ISEC7 for SAP® solutions allows access to SAP backend without the need for additional middleware.

ISEC7 was founded in Hamburg / Germany in 2003. The company operates globally with offices in Germany, Great Britain, USA, Australia and New Zealand.

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