

## FUBA AUTOMOTIVE

All of FUBA's clients and suppliers are automatically connected to the FUBA system thanks to ecosio's API and Web EDI.



# AUTOMOTIVE MESSAGE AUTOMATION

## FUBA Automotive optimises SAP EDI processes with ecosio API

FUBA Automotive GmbH is a leading global tier one supplier of receiving systems (antennas) for the automotive industry. The company has been driving innovation in the automotive sector with its developments for 50 years and has received numerous honours. FUBA is represented globally, with production sites in Germany, China, and Mexico among others.

After a change in ownership (FUBA was previously the antenna division of Delphi Automotive), new structures had to be built up quickly in procurement, sales and IT. A tight timeline was defined for the transition of IT processes, including an ERP system change. Hannover-based SAP specialist IT-P acted as overall project manager, introducing the SAP ERP system and recruiting ecosio. ecosio and EPO consulting delivered the necessary EDI solutions.



**“ecosio is competent, objective, fast – the perfect partner for all things EDI.”**

**- Jürgen Probst**

SAP Project Leader | FUBA Automotive

### ecosio Ltd

12 Hammersmith Grove  
Hammersmith, London  
Tel: +43 1 996 2106-0

### Contact

edi@ecosio.com  
+44 20 3369 5760

### Website

[www.ecosio.com](http://www.ecosio.com)

# FULL SERVICE EDI SOLUTION



The project had numerous initial requirements. All clients and suppliers were to be transitioned to a new EDI solution within six months, and a new SAP system was to be introduced at the same time. “Because of the complexity of our requirements, it was essential for us to find a high-performing EDI service provider. Experience in the automotive branch was important. We followed the recommendation of our SAP specialist and were more than satisfied,” explains Jürgen Probst, SAP Project Leader at FUBA, concerning the decision to work with ecosio.

**“In spite of the tight six month project timeline for the subproject in Bad Salzdetfurth (DE), all clients and suppliers were transitioned to ecosio’s Integration Hub on time. ecosio’s expertise in automotive process optimisation ensured FUBA’s troublefree transfer to a new infrastructure.”**

**- Christoph Ebm**  
Managing Director | ecosio

*“The seamless transition from Delphi’s EDI infrastructure to the new SAP system and the ecosio Integration Hub, including the exact implementation of client requirements and supplier connections, was of critical importance – in spite of the very tight timeline”* explains Jürgen Probst. The first step was connecting FUBA production sites in Germany. The second and third steps, partially occurring at the same time, were to connect the plants in China and Mexico.

Key to establishing EDI functionality in FUBA’s SAP ERP system was connecting it to ecosio’s Integration Hub. The connection was made by integrating the innovative ecosio API interface to network ERP systems. To achieve this, ecosio used the EPO connector (developed and successfully tested with EPO Consulting).

*“When changing our entire IT infrastructure, including introducing a new ERP system and EDI solution, precise implementation was crucial with such a strict timetable. This would only be possible with a competent partner – and ecosio fit the bill.”*

**- Jürgen Probst**  
SAP Project Leader | Fuba Automotive

This allows for both the integrated sending/receipt of messages, and end-to-end message monitoring in the SAP user interface. *“With just one connection to the ecosio Integration Hub, FUBA can meet all EDI needs and reach all partners. Messages are converted to the target format at the ecosio Integration Hub and sent to the recipient – or vice versa”* explains Philipp Liegl, Managing Director at ecosio.



## FLEXIBLE PARTNER CONNECTION

FUBA needed to be connected via classic EDI with its clients, who are all large automobile manufacturers and automobile suppliers in the tier one and after-sales areas. ecosio took over both collaboration with the OEMs and coordination of the various required EDI formats such as VDA, EDIFACT, ANSI ASC X12, etc. At the same time, the VDA/ODETTE label formats were agreed with clients. Within six months, 180 suppliers and 24 clients, including all large OEMs such as Daimler, BMW, Ford, and tier one suppliers such as Magna, were connected.

ecosio envisaged two solutions for connecting FUBA suppliers. Business partners with their own EDI solutions are connected with classic EDI, while FUBA suppliers without EDI functionality can fulfill all requirements using ecosio's Web EDI. The ecosio team was responsible for all coordination with suppliers – from initial discussions to final takeover of the EDI connection. The connection took place in three phases – Germany, China, and then Mexico. In total, over 180 suppliers

were connected to FUBA using EDI. ecosio's international team handily managed potential language barriers with Mexico and China. On the supplier side, ecosio also developed the "EDIFACT Message Implementation Guidelines" for ORDERS, ORDRSP, DELFOR, DELJIT and DESADV in collaboration with FUBA.

These MIGs were made available to all suppliers on FUBA's supplier portal.



# UNPARALLELED EDI SUPPORT

In close cooperation with the general project manager IT-P and the FUBA project team, ecosio acted as the interface between clients, suppliers, SAP FI, SAP MM and SAP SD. This allowed for interface topics to be quickly and efficiently discussed in the blueprint phase, and for client and supplier requirements to be considered early on. This, in turn, enabled a seamless go-live phase.

*“We came to know and appreciate ecosio as a competent partner and service provider for all things EDI. They not “only” implemented their EDI agendas, but*

*also proactively worked on solutions to problems with end-to-end processes. Quick implementation and short reaction times saved us a lot of time,”* explains Jürgen Probst. Philipp Liegl continues: *“Thanks to the EPO connector, EDI messages are delivered in real time from ecosio to FUBA and vice versa. Since integration of the ecosio API solution, EDI at FUBA has seen significant decreases in time and personnel outlay.”*



**“ecosio looks beyond EDI to ensure a holistic view of the entire supplier and client process.”**

**- Jürgen Probst**

SAP Project Leader | FUBA Automotive

## IMPLEMENTATION

- ✓ Survey of FUBA's EDI requirements
- ✓ Survey of all of FUBA's client EDI requirements
- ✓ Definition of FUBA's supplier EDI requirements
- ✓ Implementation and test of document mappings
- ✓ Technical connection of all clients and suppliers
- ✓ Web EDI roll out
- ✓ Transfer of all connections as of 1 July 2016

## REQUIREMENTS

- ✓ Migration of all X.400 partners in three phases within 6-7 months, whereby migration of the first phase had to be complete within six weeks

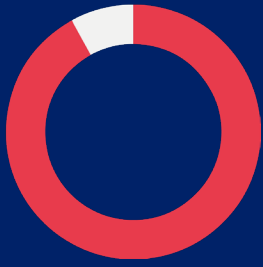
## NUMBERS

- ✓ Project time frame: April 2017 – November 2017 (main project)
- ✓ In operation since May 2017
- ✓ Connected partners: approx. 200 EDI partners

## OUR SOLUTION

- ✓ Quick and secure routing of all EDI messages using the ecosio Integration Hub

# WHY TRUST ECOSIO?



**92%**

of our customer expectations are met or exceeded



**40%**  
savings when switching

**88%**

of IT decision makers realise savings and accelerate speed when switching to ecosio

## CASE STUDIES

## THESE COMPANIES PLACE THEIR TRUST IN ECOSIO



The well-known manufacturer uses ecosio's Integration Hub to reduce complexity and costs.



With ecosio's routing and mapping expertise Hilti is able to automate its customer processes in Europe.



MODIANO

UK-based Modiano is one of the world's pre-eminent wool traders and processors who selected ecosio for their strategic EDI partnership.



The German natural food pioneer chose ecosio as their EDI service provider to quickly and efficiently fulfil partner requirements



HORSCH helps customers to achieve sustainable agriculture. ecosio helps partners to achieve efficient B2B integration. A partnership quickly grew.



With ecosio's Integration Hub, the data exchange processes of all eurotrade shops in the Munich Airport run smoothly and efficiently.



For its brand PowerBar, Active Nutrition is building up an independent EDI infrastructure to connect to all its partners with the ecosio Integration Hub



International automotive supplier manages EDI using ecosio API.



ecosio helped Austria's only listed beverage group to reduce the cost of electronic messaging by 50%



The frozen products specialist relies on routing and mapping for transmitting fTRACE data to GS1 Germany.



GABRIEL-CHEMIE

This plastic industry heavyweight counts on ecosio's direct EDI integration with ProALPHA to connect their international clients and suppliers.



Data exchange with clients and suppliers is fully automated thanks to the native integration of ecosio using the EPO Connector and the ecosio Web EDI portal.



The well-known manufacturer of Twist & Drink uses ecosio's Integration Hub to connect with commercial business partners.



In addition to routing, electrical wholesaler Sonepar relies on Master Data from ecosio for master data communication.



The IT distributor relies on ecosio to send and track ZUGFeRD invoices efficiently.



ecosio routing enables Tyrolit, an abrasive products manufacturer, to flexibly fulfil new data exchange requirements.

### WANT TO LEARN MORE?

Want to find out more about ecosio's solution? Get in touch for a personal consultation where we can help to assess your individual needs.

### GET IN TOUCH

UK +44 20 3369 5760  
AT +43 1 996 2106-0  
DE +49 89 125 0323 60

edi@ecosio.com  
www.ecosio.com