How Can a Fast, Smooth Move to a Digital Core Transform a Global Manufacturing Enterprise?

Managing operations across 28 production units and 78 sales companies in 34 countries

As a premier manufacturer of energy solutions for the entire living space, Viessmann Werke GmbH & Co. KG has been an innovator in its field since 1917. With an increasingly diversified product and services portfolio, customers ranging from private homes to large businesses, and a growing global presence, Viessmann needed to streamline processes and improve customer interactions. The company wanted to offer online product configuration capabilities, integrate customer orders into the Viessmann production schedule, and enhance customer experiences. To help make it happen, Viessmann built a digital core to support and future-proof operations across the enterprise with a next-generation ERP solution.
Viessmann streamlined and future-proofed operations for increased efficiency and enhanced customer experiences.

By migrating to SAP S/4HANA® with help from SAP partner cbs Corporate Business Solutions GmbH, Viessmann Werke GmbH & Co. KG has:

• Integrated operations from production to shipping and enabled support for mission-critical strategic initiatives
• Facilitated the handling of credit card payments
• Ensured faster availability of crucial spare parts through internal prioritization in the case of shortages
• Predicted and fulfilled future demand profitably, enabled by the SAP® Integrated Business Planning solution
• Provided mobile information access and intuitive functionality with the SAP Fiori® user experience
• Increased integration with sales and enabled better-informed agents, thanks to a 360-degree customer view
• Accelerated calculation time for material resource planning by more than 85%
• Enabled a rapid implementation using a made-to-measure road map created by cbs
• Migrated 30 billion data records to SAP S/4HANA with near-zero downtime using a big-bang approach
• Gained the ability to leverage new capabilities as they become available, thanks to a simplified update process

“By enabling us to harness emerging technologies and run integrated processes across every part of our business, SAP S/4HANA is helping us compete in the digital age.”
Harald Dörnbach, Managing Director, Viessmann IT Service, Viessmann Werke GmbH & Co. KG

Viessmann Werke GmbH & Co. KG
Allendorf, Germany
www.viessmann.com

By migrating to SAP S/4HANA® with help from SAP partner cbs Corporate Business Solutions GmbH, Viessmann Werke GmbH & Co. KG has:

• Integrated operations from production to shipping and enabled support for mission-critical strategic initiatives
• Facilitated the handling of credit card payments
• Ensured faster availability of crucial spare parts through internal prioritization in the case of shortages
• Predicted and fulfilled future demand profitably, enabled by the SAP® Integrated Business Planning solution
• Provided mobile information access and intuitive functionality with the SAP Fiori® user experience
• Increased integration with sales and enabled better-informed agents, thanks to a 360-degree customer view
• Accelerated calculation time for material resource planning by more than 85%
• Enabled a rapid implementation using a made-to-measure road map created by cbs
• Migrated 30 billion data records to SAP S/4HANA with near-zero downtime using a big-bang approach
• Gained the ability to leverage new capabilities as they become available, thanks to a simplified update process

“By enabling us to harness emerging technologies and run integrated processes across every part of our business, SAP S/4HANA is helping us compete in the digital age.”
Harald Dörnbach, Managing Director, Viessmann IT Service, Viessmann Werke GmbH & Co. KG

Viessmann Werke GmbH & Co. KG
Allendorf, Germany
www.viessmann.com

Industry
Industrial machinery and components
Employees
12,000
Revenue
€2.37 billion

Featured Solutions and Services
SAP S/4HANA, SAP Fiori, and SAP Integrated Business Planning