

LHY Powertrain Implements Configit Quote

Case Story



Configit[®]

LHY
Powertrain

Expanded Global Presence with Guided Selling in Multiple Languages

LHY Powertrain develops, produces, and globally supplies modular drive systems consisting of hydraulics, power transmissions, and electronics.

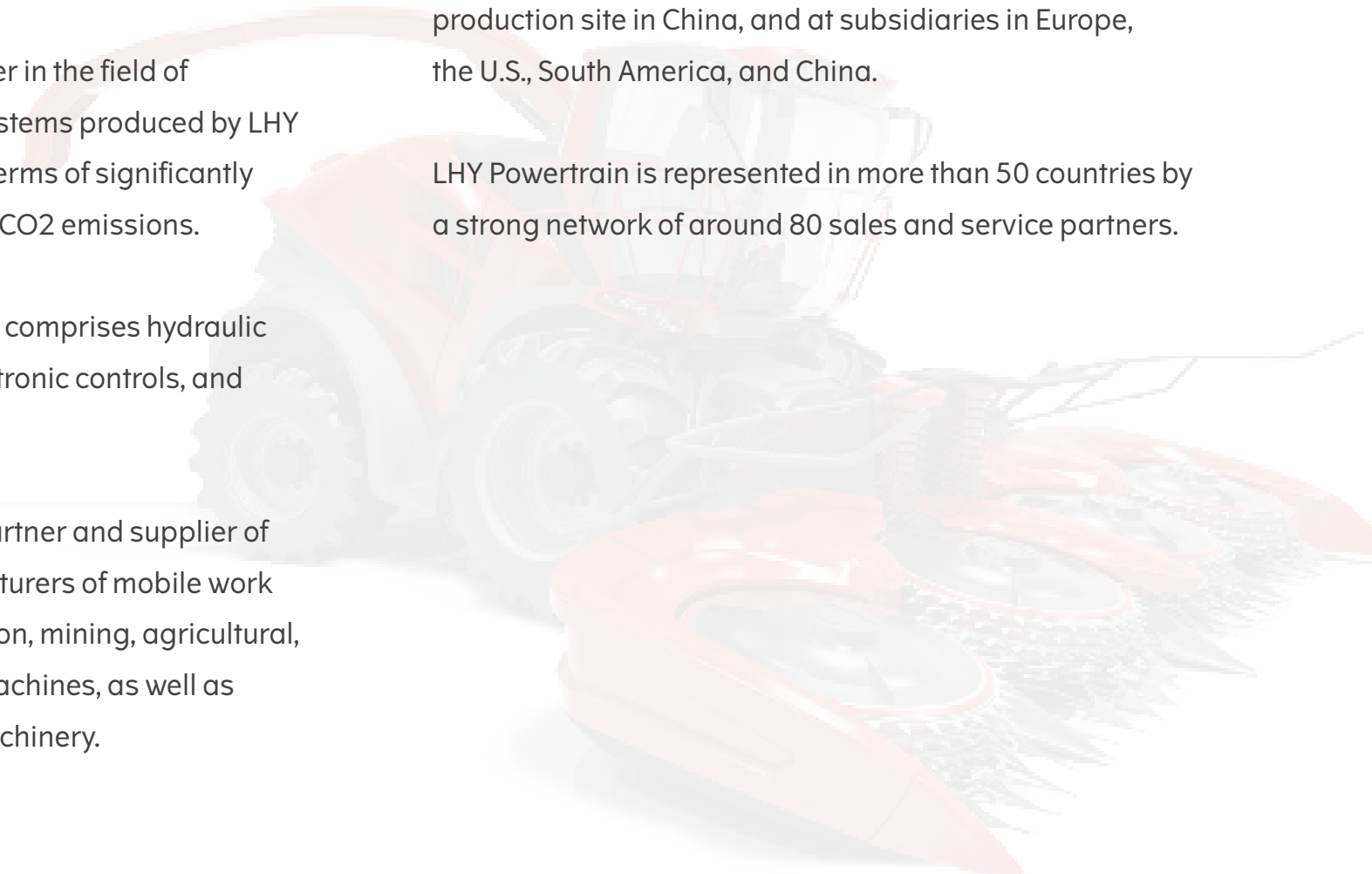
As a leading technology provider in the field of high pressure hydraulics, the systems produced by LHY Powertrain set the standard in terms of significantly reducing fuel consumption and CO2 emissions.

LHY Powertrain's product range comprises hydraulic pumps and motors, valves, electronic controls, and peripheral devices.

They are also a development partner and supplier of a number of reputable manufacturers of mobile work machinery, including construction, mining, agricultural, forestry, and municipal utility machines, as well as a manufacturer of industrial machinery.

Founded in 1904 and based in Aschaffenburg, Germany, LHY Powertrain employs approximately 1,200 individuals working across four production sites in Germany, a fifth production site in China, and at subsidiaries in Europe, the U.S., South America, and China.

LHY Powertrain is represented in more than 50 countries by a strong network of around 80 sales and service partners.



The Challenge

LHY Powertrain's comprehensive product portfolio has a wide range of specifications that can be tailored to the requirements of individual customers. In addition to technical features, sales and marketing guidelines, and changing features, make it challenging to configure a valid product without the need for technical support.

In the past, LHY Powertrain relied on an in-house solution based on Microsoft Excel that was developed to allow valid product variants to be created and configured. This tool had limited success and was hindered by some significant challenges, including:

- Redundant management of all object dependencies from lack of SAP integration
- Orders have to be entered manually into SAP
- Inability to add new technical features at a later date
- No web application
- No multilingual functionality
- Substantial administrative maintenance
- Unsatisfactory performance



The Solution

Using Configit Quote®, LHY Powertrain was able to extract all data including configuration rules, and price and customer information, directly from SAP, eliminating the need for redundant input and manual return of data.

Full functionality and complexity of the SAP variant configuration tool (LO-VC) was guaranteed.

With its guided configuration, conflict management system, and SAP conflict solver, LHY Powertrain employees can quickly and easily convert even the most difficult configuration requests into a quote, freeing product experts and sales staff to devote themselves to their core activities.

In addition, the multilingual user interface and availability online ensured that the system can be used internationally, without restriction.

“Configit allowed us to satisfy market requirements by streamlining and simplifying a large number of processes, and eliminating duplicate data management.”

- Henning Lobb-Rabe, LHY Powertrain



The Benefits



Faster time to quote



Online and multilingual functionality



Enhanced guided selling

“Configit distinguished itself through professionalism and a target-oriented approach during each and every project phase on time and within budget.”

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