

## CUSTOMER CASE STUDY

# Kverneland Group and Every Angle: “Plug and Play vs. Plug and Pray”

Kverneland Group is one of world’s leading companies in farming machinery and electronic solutions, and one of the best known and respected brands in the business. Kverneland Group’s offering enables customers to operate their businesses more efficiently with respect to both cost and yield. Kverneland Group is an international organization with its headquarters in Norway and branches in many countries, among which Denmark, Germany, France, Italy, the Netherlands and UK.

### Why Kverneland Group needed Every Angle

Kverneland Group has been using SAP for many years. In 2006, the organization started looking for software to improve the information systems in order to retrieve operational information out of SAP. Kverneland Group started working with its IT department to build queries. As this was a complex process, Kverneland Group explored several options to gather operational information in a faster and better way. They explored options such as BW and Qlikview and realized that there may be significant time involved in the design and specification necessary to develop the actual content of the reports. Every Angle offered an out-of-the-box solution that was plug and play.

### The complexity of reporting on Product Configuration

Kverneland Group uses product configuration for agricultural machines (KMAT). This means that, as every machine is very complex, every order is configured according to 400 different customer based specifications. In order to get a clear overview of all characteristics of a machine, Kverneland Group would need to look at every component individually. With Every Angle they can monitor several characteristics in one overview and fill in the gaps in their production planning.

### Proof of Concept of Every Angle

In 2011, Kverneland Group decided to have an Every Angle Proof of Concept as this out-of-the-box add-on for SAP had its own built-in intelligence which provided the business users with all tools

necessary. After the PoC, Kverneland Group users did not want to work without it anymore. The implementation only took three days, as promised, and they were able to run operational reports themselves quickly and easily.

### Management issues/challenges

Kverneland Group management is using Every Angle mainly to:

- Improve operational reporting effectively
- Harmonize business processes across international organizations
- Ensure clean master data
- Control stock levels with all different machine configurations
- Provide business users with the same information on a daily basis
- Roll-out SAP safely to other (international) branches ensuring good data and service quality.

### Results

After implementing Every Angle, Kverneland Group was able to:

- Increase data reliability with operational reporting
- Increase production planning and stock level efficiency
- Reduce IT cost for special queries and custom-made reports
- Improve master data quality.

### Examples

- Assemble to order agricultural machines

Kverneland Group uses Every Angle to monitor and plan the production of the assemble to order machines. They use product configuration to configure complex customer orders. Every Angle extracts the entire configuration and provides an easy overview



“ Many IT projects claim to be ‘plug and play’ but Every Angle actually did deliver ‘plug and play’ within 3 days which is absolutely perfect. ”



**PETER SCHERPENISSE**  
Group project manager at Kverneland Group

of capacity, specifications, materials and manpower to effectively plan production.

• **Automation Client**

Kverneland Group uses the Every Angle Automation Client for daily down-loads of planning files to ensure that all business users start the day with the same universal information. This information is displayed on their intranet site for everyone’s perusal. They also use the Automation Client for zero-fault checks, which only displays messages when warning signals in certain areas occur. This enables business users to immediately deal with bottlenecks before they turn into problems. They have the most pertinent information at their disposal and can start the work day as efficiently as possible.

• **SAP roll-out with Every Angle support**

Being such an international organization, Kverneland Group has implemented SAP in the Netherlands, Norway, Denmark, Germany, France, Italy and UK. They found out that Every Angle is a great tool to support an SAP roll-out in order to check master data, align processes and ensure all information is harmonized across all international organizations. Nowadays, they cannot imagine implementing SAP without the support of Every Angle, as it can be complex to get the right information out of SAP immediately when needed.

• **Optimize Stock Levels**

Having machines with more than 400 configurable characteristics, results in an unlimited amount of machine variants. This leads to a high complexity of stock levels. Using Every Angle, it only takes Kverneland Group minutes to analyze stock levels and gain total visibility of where and when stock levels are too high or too low. By taking immediate action and removing the bottle-necks, they can restore the balance, reduce stock levels where necessary and plan production efficiently.



Peter Scherpenisse, Group Project Manager at Kverneland Group  
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Cross-process self-service analytics for SAP®

Every Angle’s self-service, cross-process analytical capability empowers organizations with new levels of actionable insight - enabling them to **‘know more and act faster’**. Every Angle provides real **understanding** of what is actually going on across the business (and why), enabling people to act early enough to **control** performance and drive significant financial **improvements**.