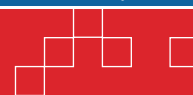




## VINCI Bautech GmbH

Optimised Document Process results in 30 percent cost savings



VINCI Bautech is a leading international construction group with a strong focus on specialised industrial buildings. The group consists of five independent companies and 25 subsidiaries represented in Germany and abroad. Consequently, VINCI deals with a large amount of business critical documents such as invoices, orders, and contracts. As well as with all business correspondence to and from its customers and suppliers.

### Configuration

- **Servers:** Windows 2003 Server in Cluster
- **Applications:** SAP R3 / Lotus Notes / MS Office / Arriba

### The situation

VINCI Bautech GmbH consists of five independent companies, namely G+H Fassadentechnik, G+H Innenausbau, G+H Kühllager- and Industriebau, G+H Schiffsausbau as well as Schuh Bodentechnik along with their respective subsidiaries. In 2004 the entire group consisting of approximately 900 employees achieved a total sales revenue of 246 million euros.

### Highly heterogenous application landscape

VINCI uses a highly heterogenous application landscape for printing and faxing documents. All traditional commercial documents are generated in the ERP system SAP R/3.

Subsequently, contact data such as email addresses or fax numbers are extracted via look-up in a Lotus address directory which then forms the basis for sending documents to external recipients. They also have the ability to use MS Office applications to automatically format and send documents. Furthermore, VINCI uses a specific project management software, Arriba, for generating quotations, order confirmations and invoices for highly complex building projects.

### High Data Volume

Across all its locations, VINCI Bautech has a monthly print volume of approximately 8,000 documents and a fax volume of around 2,000 documents. While traditional fax communication is still very common in the construction business, especially with subcontractors, VINCI Bautech has a considerable number of suppliers who prefer email.

### The requirements

#### More than just sending faxes

Initially, the project was set up with the intention of centralising all fax-based processes in a more user-friendly way. The defined project goal was to replace the numerous individual fax solutions within the various locations and departments, and to combine them into one central system.

The presentation of the Esker DeliveryWare solution, however, gave rise to the idea of using the software in a far more extended way. The Esker solution convinced VINCI Bautech with its ability to not only fax documents, but also to print or send them via email directly from business applications, according to pre-defined business rules. For this purpose, print streams from SAP or documents from Lotus Notes, Arriba or MS Office applications have to be routed to the DeliveryWare server for analysing. Based on the results, data needs to be converted

When we began to centralise our corporate information technology via a Citrix server farm about two years ago, (our isolated and decentralised faxing and printing solutions were pushed to the limit). Today all core applications are being controlled centrally from our main data center in Ludwigshafen, while the new Esker DeliveryWare Output management Solution takes care of all document-based processes.

Joachim Schlee ▪ DV-Koordinator ▪  
VINCI Bautech GmbH

Esker DeliveryWare was the ideal solution for us because it offers more than just the capability to fax documents. We can also print or send them via email directly from business applications according to pre-defined business rules.

Joachim Schlee ■ IS Coordinator ■ VINCI Bautech GmbH

into the desired format and document type (orders, invoices or dunning letters) and sent either by fax, email or postmail to the recipient. By employing modern Cluster technology to ensure operational continuity in the case of hardware failure, high volume distribution will become possible without restrictions.

## The solution

### No more printed stationary

Due to the patented GDR™ technology (General Document Recognition), all electronic document types captured by DeliveryWare can be recognised automatically and data extracted from these documents can be formatted and converted according to the respective document type. Based on pre-defined rules, the system then decides how to distribute the document: as a print-out, fax or email or via any other desired communication channel. Unstructured data can be converted into any kind of document format such as HTML, XML, PDF, TIFF or text and adapted to the respective corporate design with the right company address, logo and graphics.

The headquarter's central administration provides services to a number of VINCI's affiliated companies. In the past, every time a new process was created the letterhead had to be changed. Today, all the specific information related to the various companies under the VINCI name is stored in one centralised system. Whenever a document is printed, the correct department, company or GmbH name is automatically printed onto the document, along with the corresponding logo, header and footer. Their new output management solution enables VINCI to reduce the use of pre-printed stationary.

## The benefit

### Complete integration with heterogenous application environment

DeliveryWare is completely integrated within VINCI's application environment. The certified BC XOM interface enables a seamless integration with SAP R/3. With the optional Connector for mySAP.com, business documents can be sent electronically and directly from SAP R/3 applications to their recipients. Documents originating from Lotus Notes are being routed into the system via the DeliveryWare Lotus Notes Connector. Documents can now be sent from VINCI's central Citrix server farm without problems.

Within 50 days, as specified in the original quote, DeliveryWare was implemented on VINCI's system platform. Since the beginning of May, over 500 users are able to access the application through their desktop/client from several locations.

### About VINCI Bautech

VINCI Bautech GmbH is a leading German construction group with a focus on specialised building projects. The company's foundation dates back to the traditional building firm Grünzweig + Hartmann over 100 years ago and now comprises a total of five independent companies covering a large spectrum of building and engineering services, generating a total annual sales revenue of 246 million euros. The group's services range from conceptual design, project planning to turnkey construction in the areas of facade technique, interior design, cooling and industrial plants as well as ship building and flooring with 25 locations across Germany.



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