



Wachstum erleben.

K+S AG
Kassel, Germany
www.k-plus-s.com/en

Industry
Mining

Products and Services
Mineral products for
agriculture, industry, and end
users

Employees
14,530

Revenue
€3.46 billion

SAP® Solution
SAP® Customer Connection
Program for SAP Product
Lifecycle Management

Extracting Detailed Information – with the SAP® Customer Connection Program

K+S mines raw materials that have existed for millions of years. However, in day-to-day projects, everything has to run especially quickly, as customers demand the highest quality in the shortest possible time. The organization has now optimized one of its core SAP® solutions – and is also helping other SAP customers.

Before: Challenges and Opportunities

- Optimize the existing SAP Product Lifecycle Management solution for project management
- Achieve higher user acceptance for in-house software

Why SAP

- Previously had positive experiences when taking part in Customer Influence programs
- The chance to reduce dependence on software from other vendors
- Close collaboration with SAP developers and project managers

After: Value-Driven Results

- Improved efficiency in key project-related processes
- Reduced effort for keeping project data secure
- Optimized evaluation and efficient management of every project
- Increased user satisfaction
- Replaced third-party software with enhanced Gantt chart

“This program presents the unique opportunity to have an active influence on the software you use. You become part of the improvement process.”

Harald Wolf, Controller, K+S AG



Significant

cost reduction

1 day

instead of 3 days to process mass
changes per quarter and per site

Detailed

experience exchange with other SAP
customers

© 2017 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See <http://global.sap.com/corporate-en/legal/copyright/index.epx> for additional trademark information and notices.