



PACKAGING FOR LIFE

LINHARDT GmbH & Co. KG
Viechtach, Germany
www.linhardt.com/en

Industry
Mill products

Products and Services
Packaging solutions for pharmaceuticals, healthcare products, cosmetics, and other consumer goods

Employees
1,100

Revenue
€145 million

SAP® Solutions
SAP® Customer Connection program for the billing function in the ERP module SD (Sales and Distribution)

Preparing Sales for the Future with SAP® Customer Connection

LINHARDT packages a wide range of items, including health and beauty products and anything that is valuable or easily spoiled. The company manufactures tubes, cans, and other types of packaging for various industries, ranging from pharmaceuticals and cosmetics to food and non-food. Because of the highly diverse nature of this business, the sales team has to meet high demands. LINHARDT wanted to fulfill these even more efficiently – together with SAP.

Before: Challenges and Opportunities

- Meet new requirements for sales functionalities in the SAP system
- Cover demands with standard software, with no need for modifications
- Reduce number of point solutions from third parties and minimize custom developments

Why SAP

- The SAP Customer Connection program enables businesses to influence the development of SAP solution standards
- Close contact to SAP saves time in projects
- Able to make the IT department more innovative

After: Value-Driven Results

- Improved the usability of existing SAP solutions
- Streamlined processes make it faster to work the software
- Extended network of contacts to other participants of the program
- Users are very satisfied with the new enhancements, such as the navigation profile
- Gained the ability to add attachments to delivery orders – a suggestion made by LINHARDT

“In addition to the desired improvements, you also benefit from additional knowledge and valuable contacts.”

Robert Forster, IT Module Expert for SAP SD, LINHARDT GmbH & Co. KG



Optimized

software usability through numerous improvements and enhancements

Reduced

time to complete projects by optimizing processes

Lower

costs thanks to eliminating the need for custom solutions and developments

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