

Integration Brings Clarity, Saves Time



CASE STUDY

“Quadrem’s integration solutions have had a huge impact for us and our customers. We have now seen our project lead times reduced to less than one month. This simplicity provides greater clarity to our customer base and requires less effort on our side – a win/win situation.”

Håkan Olsson, eBusiness Manager, Sandvik Mining and Construction

Background

Sandvik Mining and Construction, part of the Sandvik Group, is one of the world’s leading providers of equipment and solutions for mineral exploration, surface and underground mining and bulk-materials handling. It also offers solutions for many applications in the construction industry, including quarrying, tunneling, demolition, recycling and road rehabilitation. Today, Sandvik Mining and Construction has 16,800 employees and operations in more than 130 countries.

Challenge

Sandvik’s lengthy DirectConnect™ integration projects needed to be more efficient and rationalised in order to be able to meet customer demand. A big part of the problem was that complexity was creating an unacceptable lead time of several months. The main goal was to simplify the complexity and shorten the lead time of these projects as well as providing greater clarity to its customer base and a more efficient effort on Sandvik’s part.

Solution

Quadrem and Sandvik worked in Europe on the design and implementation of a general technical solution with a single global point of integration. Specific requirements and new documents are being deployed by Sandvik and Quadrem regional teams, leveraging on standards and a global cooperation that has been highly effective.

Results

Sandvik has been able to further develop and expand its e-business portfolio by providing its customers with powerful tools to automate their purchasing processes, including more standardised document types, in turn creating much shorter lead times and a significant cost reduction.

- Significant cost savings by streamlining business processes with its customers
- Project lead times reduced from several months to less than one month
- Flexibility to deal with different market approaches
- More transparency during integration



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