

## DYSON implements SEEBURGER XI/PI adapters for EDI functionality in SAP PI EDI integration that delivers greater efficiency to B2B communications



**Dyson, the company that brought us the bagless vacuum cleaner, has implemented**

**SEEBURGER's XI/ PI EDI Adapters. Dyson selected SEEBURGER to provide a complete and manageable EDI interface to customers and suppliers and to ensure seamless integration with its newly implemented SAP ERP system.**

In 2005, with its business rapidly expanding outside the UK, Dyson carried out a detailed analysis of its IT infrastructure finding that a more advanced system was needed. Before this analysis the company had been supplementing its existing ERP and EDI tools with bespoke or off-the-shelf software systems. Matthew Snee, Reporting & EDI Analyst of Dyson said, *»Our business has grown significantly over the previous 10 years, both in the UK and globally. Our existing ERP and EDI systems simply couldn't cope with this growth and we needed a new solution that could support us properly. It needed to be something that would allow us to bring greater accuracy and efficiency to the business.«*

The decision was made to implement SAP along with a single EDI integration tool to replace the multiple systems Dyson had in place. *»Our EDI systems were fragmented, which made it virtually impossible to maintain the systems and monitor messages across different platforms. We needed an EDI toolset that was fully integrated with and recommended by SAP, so that both vendors would be comfortable working together,«* says Matthew Snee.

The UK implementation of SAP was completed in April 2008. It was a complete success with no orders failing to ship and no invoices missed. As part of the roll-out, the SEEBURGER XI/PI adapters went live simultaneously and established an immediate seamless link between EDI communications and SAP. *»Our objective was to implement SEEBURGER as a like-for-like replacement to our previous EDI systems, but it became apparent early on that SEEBURGER was able to provide much more. Over 70% of our orders come in via EDI, SEEBURGER helps us manage and monitor all these orders using a single, comprehensive interface in our SAP system«* he adds.

Matthew Snee continues, *»Implementing SEEBURGER has added a number of improvements to our supply chain operations. Information that comes in directly from customers and suppliers is now processed automatically. The ease with which we can monitor information and use this knowledge to enhance the business has already seen us increase our efficiency and productivity throughout the supply chain.«*

### Not Just EDI

SEEBURGER XI/PI EDI Adapters deliver complete integration solutions for many applications. For Dyson, this has meant creating an effective solution for tracking and handling inbound deliveries.

*»Most of our components and products are manufactured in the Far East and shipped to us via containers. Using XI/PI we've developed an application that gives*

*us visibility of what is inside the containers we ship. It pinpoints where they are and how soon the stock can be available, making the container contents part of the fully visible real-time supply chain. We know when a consignment has been despatched and when it will be available. This has generated cost savings through reduced stock holding and is a direct result of the flexibility and ease of use of SEEBURGER XI/PI adapters,» he says.*

### Global Roll-Out

Following implementation in the UK, Dyson is now working on rolling out SAP and SEEBURGER adapters for added EDI functionality into the US and Canada. The systems are scheduled to go live in June 2009 and Dyson has already identified considerable cost-savings for all necessary EDI messages and interfaces. *»Our own IT team is carrying out the implementation and I am delighted to say we are on target to complete the SEEBURGER XI/PI/SAP EDI roll-out within time and budget. The SEEBURGER adapters are reliable and work in tune with what we are trying to do. In addition, we have had excellent support from SEEBURGER itself, their consultants are extremely professional and have always been available to help«* he explains.

### Driving the Business Forward

Through its EDI communication, SEEBURGER allows Dyson to be much more proactive, Matthew Snee explains, *»For the majority of our major customers EDI is compulsory – if we didn't provide it they'd choose to go elsewhere. It is much more efficient for us to trade via EDI, and SEEBURGER allows us to create messages and connections with more suppliers quickly and easily. We can drive and control our trading relationships so that more of our business is done via EDI; this increases efficiency and lowers costs throughout the organisation.«*

He concludes, *»We are actively pushing our customers and suppliers towards EDI trading, safe in the knowledge that we have a comprehensive solution in place. Keying in an order manually is fraught with potential errors and slows down the whole supply chain process. Thanks to SEEBURGER, we have confidence that orders are going into the system and integrating with SAP to ensure they are fulfilled and processed through our financial system. We are delighted with SEEBURGER and are looking forward to gaining even more benefit both in the UK and globally.«*