



Customer:

Knauf Gips KG
Am Bahnhof 7
97346 Iphofen (Germany)
www.knauf.de

Product:

SignoSign/Logistic
Signotec Pen-Pad
SigGem LCD 4x5 SE BHSB

Advantages of the Solution:

Saving 770 000 sheets of paper per year
Scanning / Archives Department has visibly reduced their costs
Immediate availability of transfer documents signed in SAP ERP

Savings:

95 000 euro saved per year in toner, paper, scanning, and usual administrative expenditure
Paper logistics
Hardware for printing and scanning

The Number of Trucks Equipped by SignoSign/Logistic

(220 in the headquarters and 330 more on 11 different sites)

Project Launch:

In 2006

signotec Case Study Knauf Gips KG Delivery Notes Thanks to Digital Signature

The logistics industry is under constant time pressure therefore every forwarding agent should consider himself lucky to be able to ease the burden of the daily paper work, such as filling out forms. Knauf Gips KG from Iphofen has come up with a solution which put an end to the paper war resulting from dispatching to 12 of their plants. Nowadays the drivers are signing combined delivery documents electronically on a Signature Pad. In introducing industry solution SignoSign/Logistic by signotec the manufacturer of building materials and systems can currently save up to 770 000 sheets of paper per year, and there-with 95 000 Euro in toner, paper, scanning and other administrative expense. Moreover, an enormous load has been taken off to the scanning department.

In the shipping business, we are dealing with large quantities of electronic records, delivery notes, and transport documents as well as acknowledgements that need to be signed by various people on a daily basis. In the logistic centre Knauf Gips KG in Iphofen alone there are 220 trucks which uploads the goods every day. Each truck has to make from 1 to 10 deliveries to various customers. So far this meant that the driver had to sign up to 10 delivery orders, accept 10 more and take these together with acknowledgements of the receipt to the customer.

„The driver still receives the printed documents which are intended for the customers, however, we are surely trying to come up with solution how to reproduce these only digitally“, explains Thomas Keim, the IT coordinator at Knauf Gips KG. The main purpose has been to lower the high annual printing costs and decimate the files. Furthermore, SAP wanted to make the actual transport processes more transparent by immediate introduction of (the) signed delivery notes which helps to deal with customers' inquiries even more swiftly.

Special Signature Solution for the Logistics Branch

Hence, in autumn 2006 the enterprise first introduced SignoSign/Logistic, a custom made industry version of the digital signature solution SignoSign, specially adapted by the logistic department. The program is well suited for the handwritten signature of big docu-

competitors. They were always ready to offer feedback on the questions," says Thomas Keim. Beside the comprehensive functionality signotec offered the best price for its performance as well as rich experience in their line of business and moreover quality service, all of which left quite an impression on Knauf. By choosing this manufacturer one cannot go wrong.

„Apart from the comprehensive functionalism of the solution, as well as the best price for its performance and rich experiences in its line of business, it has nevertheless been the quality of the service that has impressed us the most: By choosing this manufacturer one can hardly go wrong.“

Thomas Keim, IT Coordinator at Knauf Gips KG

ment piles which is controlled exclusively by the Signature-Pad. It is preset to stand-alone function in the Windows-System-Tray, therefore no changes to existing software need to be made.

At the time being only two methods were shortlisted. The contract was awarded to SignoSign/Logistic, which completely covered all the specific requirements made by the company. One aspect is that all the required header data of several suppliers can fit into a sufficiently large Pad. Good reference in the branch, including Veltins and Krombacher, have been a good enough reason to impress Knauf and nevertheless the qualifications of the team itself: "The signotec engineers were eager to demonstrate on the spot how the software works, much unlike their

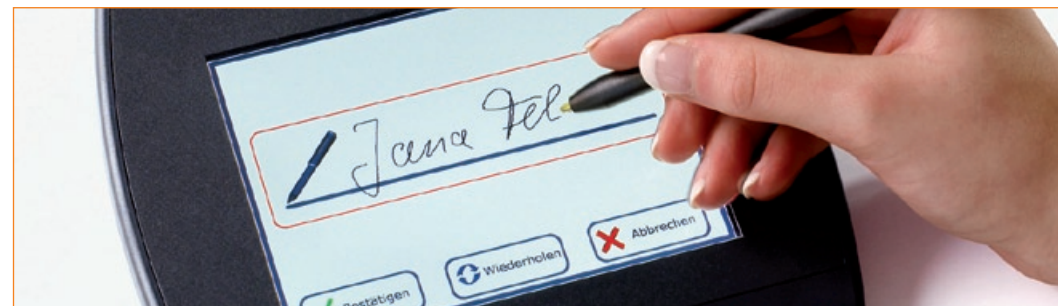
The solution was made to measure and adapted to the special needs of Knauf Gips KG. However, the Standard-Signature Solution was too substantial to be completed on the spot", explains Gunther Hagner, signotec's project manager, "The customer required an automated application running independently in the background without further user's interventions. This is how it was finally made to measure for Knauf."

Deliveries Summarised within Transport Surveys

Nowadays the transport processes in a company are carried out as a custom-developed SAP transaction, where transports are dispatched, goods issued and delivery notes and receipts for the custom-

ers are printed out. Whereas for legal reasons it is not possible to sign only once and then copy the signature to all the delivery notes on one consignment, therefore a

and opens it in SignoView. In order to be able to display all the data, big pads like Pen-Pad LCD 4x5 SE SigGen BHSB should be used.



so called transport overview has been introduced. This is a one page document summarising all the deliveries of a single consignment as an extracted head data in PDF form. It shows the forwarding agency, the driver, the licence plate and the table of all the consignments with corresponding invoice numbers, as well as the number of the palettes.

When the loading procedure is concluded the driver notifies the office while he is checking the printed delivery notes. If everything is OK, the Knauf employee in the SAP Transaction now presses the newly added button "Sign". The transport list is hereby created and saved on the local hard drive. The signature solution running in the background is constantly checking the Download folder via an integrated FTP watchdog for new documents. As soon as the new transport overview has been fabricated by SAP, SignoSign/Logistic accesses to it, displays it together with the Signature Box on the Pad

Signed Transport Documents Immediately Available in SAP

The truck driver checks the information on the pad confirms it by pressing a button and then he signs in the signature window. SignoSign then transmits the signed transfer overview via FTP to the iSeries-based SAP server where the document can be accessed via the integrated SER-Archives. The transport overview is hereby available immediately upon the signing in SAP ERP and can be selected by pressing "delivery" or "consignment". Even before these documents were displayed on SAP, but not immediately after the transport process, since they had first been stored for the event of future inquiries for two more weeks before being scanned. "We are very satisfied with the new transparency," says Thomas Keim, "and there is a feature in SAP called Permissions which determines who has got a confirmation to access the documents.

About Knauf Gips KG

Knauf is an active multinational manufacturer of building materials and systems. Originating from a traditional plaster work the company presently produces materials for drywall, Knauf plasterboard, mineral fibre acoustic boards, plasterboards, dry mortar with gypsum for interior plastering and cement-based exterior plastering, as well as insulation products based on glass wool and rockwool.

The beginnings of the world leading manufacturer take us back to the year 1932 where the company Gebr. Knauf Rheinische Industrie was established in Perl und der Moser by two brothers Dr. Alfons Knauf and Karl Knauf. After the Second World War the gypsum plant in Iphofen in Northern Bavaria, which has still been the headquarters of the Group up to the present day, made a fresh start. The group currently employs 22,000 people in over 40 countries and has more than 150 production facilities worldwide. In 2007 alone Knauf Fiscal generated a turnover of 5.5 billion euro.

„With Signature Solution we save approximately 95 000 Euros per year in toner, paper, scanning and other administrative expense. On the top of that there is much less manual effort with documents, assembly and scanning and the transfer documents are immediately upon signing available in SAP ERP.”

Thomas Keim, IT Coordinator at Knauf Gips KG

Every Year 770 000 Print Outs Are Made Redundant

In the Iphofen headquarters itself, about 400 000 print outs are made redundant every year. Altogether there are 770 000 such prints in all the locations already equipped with the Solution. „SAP-Prints are expensive, just the toner and maintenance costs alone are high enough”, confirms Thomas Keim. „Besides the printing costs there is much less manual effort in documents assembly and scanning. The companies' archives division is thereby visibly less loaded. The drivers themselves are happy to have less paperwork.”

Knauf Gips KG has equipped its 12 sites with the SignoSign/Logistic Solution step by step. It was first introduced only in the main facilities, where palettised goods are loaded. „We started introducing it in places where small teams had to load a lot of trucks and where

this application has proven to be the most helpful”, explains Thomas Keim. 550 trucks are daily equipped with a solution - 220 in the headquarters and 330 more in other parts. They are equipped with signature, sites, so that current handling of shipments be comes faster and more efficient. In addition Knauf Gips owns many sites, which only deliver containers and silos. In the long run one is striving for automated shipments into which modified signotec Solution will be incorporated gradually as planned.



signotec GmbH

signotec was founded in the year 2000 and is market- and technology leader in the field of electronic signatures via pen-pad or tablet-PC. The software as well as the hardware is completely developed, produced and distributed from signotec itself. With signotec's products the user is able to sign as usual, also digitally, optimize business processes, avoid media disruption, authenticate persons and create legally compliant documents. Electronic documents being signed this way can always, everywhere and by everybody be checked without any technical complexity. With signotec signature solutions signing remains as simple and safe as it has always been. Signing, though, takes place directly within the electronic document. Thus cost-intensive media disruption contingent on the use of paper can be prevented and electronic documents are protected by the digital signature and can be verified authentic. Thus business operations can be conducted fully digitally. Clients of signotec are German and international industrial prime addresses, chain stores and -enterprises, financial service providers, numerous institutes of the finance groups of Sparkasse as well as Volks- and Raiffeisenbank, insurance companies and brokers who have distinguished common paper work flow too cost-intensive or ineffective and implement their processes electronically, with signature but without paper.

Head Office

signotec GmbH
Am Gierath 20 b
D-40885 Ratingen
T.: +49 (0) 21 02 - 5 35 75-10
F.: +49 (0) 21 02 - 5 35 75-39

Branch Office, North

signotec GmbH
Vorenhagen 16
D-31637 Rodewald
T.: +49 (0) 50 74 - 96 10 80
F.: +49 (0) 50 74 - 96 10 81

Branch Office, Austria

signotec solutions GmbH
Bundesstraße 228
A-8471 Spielfeld
T.: +43 (0) 34 53 - 20 00 4
F.: +43 (0) 34 53 - 30 85 2

Mail: info@signotec.de
Web: www.signotec.com