



User Report of the  
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# Success Story

«We were able to realize substantial savings and have accurate data ever since the system was installed.»

«The collaboration with Kaba Benzing went smoothly from the trial installation to real-time operation.»

Heinz Titze  
SAP Project Manager + module support

[www.kramer.de](http://www.kramer.de)



## Kramer Werke GmbH, Überlingen

### Automatic Solution in the Background

Constantly growing demands require innovative solutions. For more than 75 years, KramerAllrad in Überlingen, Germany, has met this challenge. Their entire product line of compact wheel loaders, telescope loaders, dredger loaders, and mobile loaders combines the construction principles of all-wheel steering and the undivided frame. KramerAllrad machines are extremely maneuverable, stable, and powerful. KramerAllrad's success is based on this unique product philosophy. The KramerAllrad brand name stands for performance and quality. Certified according to ISO 9001, KramerAllrad is the leading manufacturer in the compact sector.

### Compact Down the Line - A Brand Gains Acceptance

The company's success began in 1925 in Gutmadingen, a small village at the edge of the Black Forest in southwest Germany. There, the Kramer brothers were the first in Germany to build small motor mowers and tractors. The machines that today seem simple revolutionized agriculture at the time. In 1957 the construction machinery sector was founded. Then, in 1958, the first

Kramer loader came off the production line. Kramer caused a stir in 1968 when the first all-wheel controlled machines were introduced. The new concept gained rapid and sustained acceptance in the market. The legendary Kramer Allrad 312 SL has sold more than 10,000 units.

Today, Kramer is the market leader in the production of all-wheel controlled compact construction machinery in Germany. Throughout Europe, the company is Number 2 in the market. Export also plays an important role. The expansion of an international distribution network is continuously promoted. Subsidiaries in Great Britain and France successfully work on positioning the KramerAllrad brand.

Since the fall of 2000 two successful companies have joined forces: Kramer-Werke, headquartered in Überlingen, Germany, and Neuson AG in Linz, Austria. These companies merged under the name Neuson Kramer Baumaschinen AG. The merger yields important synergy effects for both companies. In this way, the new corporation can offer its customers a complete product range. The product line ranges from mini loaders, compact, and telescope loaders up to dredger and compact loaders.

# Success Story

## **Wanted: High-Performance Time & Attendance System to Connect with SAP HR**

Before the implementation of SAP HR in 1995, Kramer-Werke used mechanical time clocks. With approximately 850 employees, the evaluation of punch cards was very labor-intensive. Data from the punch cards had to be manually entered into Kramer's accounting system where it was further evaluated. The number of errors was very high. Conversion to an electronic Time & Attendance system became a must. Kramer-Werke began searching for a sophisticated subsystem to connect with their SAP system. The project team also asked around to other companies and found these

companies were successfully running Kaba Benzing installations. That made the decision in favor of Kaba Benzing a lot easier. The project team visited Kaba Benzing's production plant in Schwenningen and was convinced to have found the right partner for the future.

The collaboration between Kaba Benzing and Kramer-Werke worked out well right from the start.

Kaba Benzing implemented a «Try & Buy» B-COMM for R/3 ERP software trial installation. The HR connection, interface, and accounting was tested and looked good. Kramer-Werke decided to install seven Bedanet 93 40 time recording terminals.

«We don't have to do any work with this system. Data is recorded and everything else runs automatically. Only the monthly payroll accounting must be started with the touch of a button», explains Heinz Titze, Project Manager at Kramer-Werke. Kramer-Werke is very satisfied with the solution. Project Manager Titze summarizes: «We were able to realize substantial savings and have accurate data ever since the system was installed. The collaboration with Kaba Benzing went smoothly from the trial installation to real-time operation. The HR connection and the installation of the interface worked immediately. Payroll accounting was tested and everything works perfectly.»