



TRILUX
NEUES LICHT.

DSC[®]

Fascination with Integration

Operational Processes in a New Light

Core Process Product Development



In 1912, one entrepreneur's fascination with light resulted in the foundation of a company: Trilux. Today, the lighting system and component manufacturer bets on the SAP ERP system for strategic reasons. To facilitate the management and seamless integration of data, and to make corporate processes more flexible, the enterprise recently decided to implement a PLM solution.

After the invention of a product called linear luminary, the company emerged during the era of the German economic miracle after WW II. In the meantime, it is the German market leader and ranks third in Europe trailing two stock exchange listed conglomerates. Still under the management of the owner family, the enterprise is renowned for its innovative force and exacting quality standards.



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This standing is further emphasized by the fact that it has received numerous national and international awards for its technology and design. Trilux GmbH & Co. KG manufactures approximately 18,000 different products. Besides its headquarters in Arnsberg, Germany, the manufacturer operates production facilities in Spain as well as in Asia.

Why a PLM System?

For strategic reasons, Trilux utilizes SAP as its ERP system. The luminaries are developed and engineered in NX. The CAD data and objects are being administrated in a DMS software, which was developed in-house by the manufacturer of lighting systems and components. In order to simplify the management and of its data, provide a seamless integration and make its corporate processes more flexible, Trilux has opted for the implementation of Product Lifecycle Management (PLM). Other systems will be connected to the former via interfaces so that all product lifecycle phase data can be centrally administrated in SAP. The aim of this project is not only the improvement of engineering methods; ultimately it is also planned to accelerate and improve the structure of its processes. For strategic reasons, the company also examined whether the software solution to be utilized for this project is ISO9000 and DIN4000 compliant.

Operational repositioning

Trilux knew that the implementation of SAP PLM would not only impact its CAD users. The product lifecycle, which was established by the new system for the management of the products, also affected the processes and product data of planning, engineering, work scheduling, production, assembly, sales, utilization and disposal. Given that in conjunction with the implementation all systems were to be connected with each other, the PLM solution



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encompassed about 80 % of all process sequences. Consequently, the implementation resulted in a conceptual repositioning and the enterprise had identified the potential sustainable benefits for its procurement and purchasing, marketing, sales, technical documentation, process planning, production planning and maintenance departments. Product development is the absolute core process at Trilux. Thanks to the uniform accessibility of CAD drawings and models, the additional work that once had to be performed to search and manage data has become redundant. Another advantage is that consistent data, which if changes to products are made does have a direct impact also on the procurement processes and the price calculations in sales, is now available throughout the company.

It's All in the Interface

The SAP PLM solution with 'SAP PLM Integration for NX' and Engineering Control Center – also abbreviated as ECTR – delivers impressive results in particular with regard to its intuitive handling. Thanks to the fact that no other database is now required between NX and SAP, the manufacturer is keeping its data consistent automatically. The ECTR interface allows CAD users to utilize the system in an environment they are already familiar with and they do not even have to work with the system's screens. ++convert uses the conversion functions of Seal to automatically generate neutral formats. Hence, other business units and departments do receive access to the CAD drawings and models irrespective of the CAD application. The different neutral formats are displayed with the ECL Viewer within the SAP GUI. If required, it can also be used to measure and cut the objects. This solution provides the ideal tools for the use of drawings and models in numerous departments, such as technical documentation, support and marketing.



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Then and Now

The migration comprised 207,000 engineering and 20,000 office documents, including master data, folders, classification data, old scanned drawings as well as change logs. Jürgen Winzer, PLM Project Manager at Trilux GmbH: „It was a picture book perfect migration experience. Thousands of data files going back several decades are now centrally available throughout the company in our SAP system." The new system is used for the release of the drawings and models in SAP. ECTR controls the related process.

Consequently, all changes and releases are now documented without any exceptions. This is also true for the administration of the developments and for the enterprise's change management system. Engineers can now make changes without first filing a requisition and the new version is subsequently published on a company wide basis. 'SAP PLM Integration for NX' provides the required commands. They access tools for the management of these changes within ECTR. In the past, drawings were printed out as needed to be manually stamped and distributed. Now the company uses the plot solution by Seal Systems AG. Archive compatible PDFs are now compiled and stamped on the basis of the neutral formats.

PLM Casts a Long Shadow

The implementation of the PLM solution marked the completion of the first project phase. After all prerequisites are in place, these possibilities will be expanded to special production business unit in the second phase. Additional phases are planned, which will result in the rollout of the solution into all business units and global companies that are part of the Group, so that the entire company will eventually work with a uniform standard. Having achieved this, Jürgen Winzer considers his company well prepared for the future challenges of the lighting industry: "Energy efficient, convenient, dynamic and



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customized – with SAP PLM and ECTR we are implementing the requirements in our business today that will apply to our products tomorrow.”

Sebastian Kiesel, DSC Software AG

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