

Hirschmann Automotive

Introduction

For more than 60 years Hirschmann Automotive has specialized in connectors, cable assemblies, sensors, and application specific connectivity solutions for the automotive industry.

Challenge & Solution

The Hirschmann Group commissioned Symfact (a Scanmarket company) to configure the Contract Lifecycle Management (CLM) application to easily author, redline and manage their contracts and other documents and store them in a shared repository.

The contract management process at the Hirschmann Group was lengthy with several parties involved and in need of restructuring. This meant reorganizing the entire contract management process, including electronic document management and documentation.

The Hirschmann Group needed a strong authoring tool that allowed users to leverage their knowledge of Microsoft Word and provide a full history of changes by all parties throughout the process. The ability to work on the contract in Microsoft Word via a check-in/check-out process was an absolute requirement.

As contracts went through the creation and authoring process it became obvious that there was a need to formalize and deliver a robust workflow process. Using the CLM application's rule-based workflow engine, the contracts were routed to only those parties who needed to contribute to the review and approval process.



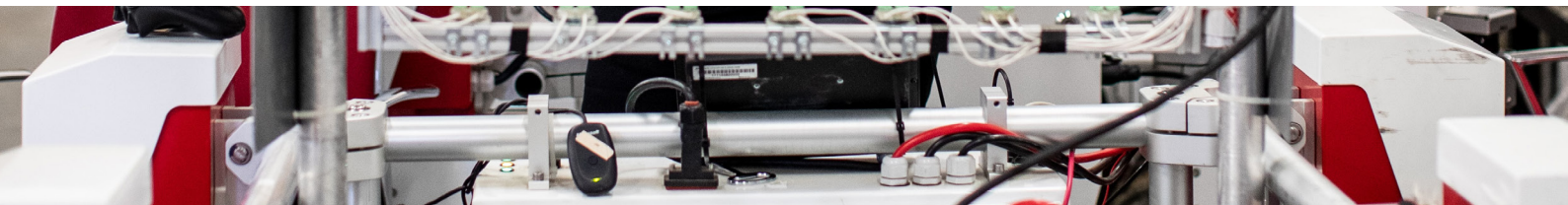
Benefit

The configuration included functionality to improve overall operational efficiency for the creation, reviewal, negotiation, approval, monitoring, reporting, compliance, and enforcement of business contracts, thereby streamlining the contract management processes and saving considerable time for employees.

The main users of the Contract Lifecycle Management application are executives and employees from across the Hirschmann Group who are regular consumers of IT applications and expect them to be user friendly and easy and fast to learn. Due to the international orientation of the Hirschmann Group, the application language is English.

Results

- Centralized control and storage of all contract documentation.
- Formalized contract negotiations, both internal and external, and complete version history.
- Managed documents and e-mail communication relating to contracts pre- and post-execution.
- Created and managed contracts with the ability to show all related contracts, amendments, SOWs and sub-contracts.
- Automated task and workflow assignments, pre- and post-execution.
- Accelerated and simplified internal contract review and commenting processes.
- Enforced control of access rights to records, data, and documents.
- Ensured full audit control of all user activities and records accessed.



Summary of solution benefits

- One shared electronic repository for all contract records across the organization.
- The ability to import and synchronize data from other Hirschmann Group applications like SAP and AD.
- Improved reporting capabilities for contracts at various stages of completion.
- The option to share work and contracts across different contract divisions.
- Management of complex contracts (SOWs, amendments, subcontracts) with multiple levels of details.