

---

## **OrgaTech supports Jenoptik Laser, Optik, Systeme GmbH in a successful implementation of SD-CAS**

The order for OrgaTech GmbH had been the implementation of the functions quotation processing and sales support with SAP R/3, module SD – CAS.

Jenoptik Laser, Optik, Systeme GmbH had decided to integrate in only one system the former Pre Sales procedures which were stamped by a high segmentation of information caused by the use of very different IT-systems.

OrgaTech GmbH was charged with drawing the conceptual design and with implementation of this integration. According to the well proven methodology of global project management of OrgaTech GmbH a concept was worked out in collaboration with the employees of Jenoptik Laser, Optik, Systeme GmbH involved in the project.

The objective of this project was to map the distributed functions in the existing R/3 system with the standard functions of the module SD-CAS. The intention was to enable the sales personnel to process and to administrate their contacts and other sales activities during the Pre Sales phase in the R/3 system.

The whole project has been concluded successfully on the base of the applied methodology during the scheduled time and within the calculated budget frame. The fixed objectives due to the introduction of CAS

- an efficient control of sales and a systematic analyse of data as well as
- an improvement of information flow as a result of online-availability of relevant information

could be aimed.

---

Recapitulating we can state that during this project the approach of global project management and the integrative way of proceeding applied by the consulting house have proved to be particularly efficient.

The project team was enabled to take adequate measures that helped to reach the fixed objectives. Above all the transfer of know-how between the employees and the consultants as well as the continuous documentation of the project run contributed to the success of the project.

Contact person:

Gunther Marquardt

Jenoptik Laser, Optik, Systeme GmbH

Tel.: +49 3641 65 3028

Email: [Gunther.Marquardt@jenoptik.com](mailto:Gunther.Marquardt@jenoptik.com)