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ABB signs up first OEM customer to e-purchasing

Atlas Copco Airpower has joined BusinessOnline, ABB's personalised motors and drives web site for OEMs and channel partners. The service enables the customer to configure, order, track, and check availability of motors and drives, giving it control over its supply chain and improving the forecasts for delivery dates.

The world's largest compressor manufacturing plant, producing compressors ranging from 5 to 750 kW changed the bulk of its purchases from ABB to EDI (Electronic Data Interchange) in August.

"What makes ABB's solution stand out is that we can track orders and see ABB's stock in real time," says Hans Thibau, project leader for logistics at Atlas Copco Airpower's Industrial Air division.

"If a requirement comes up for an infrequently used motor, we can immediately check if it is available from stock. This enables us to give more accurate delivery dates to our customers."

"Additionally, we expect there to be less errors, as lost faxes and incorrectly keyed-in orders will be a thing of the past."

"To provide this facility naturally costs money, but due to the enormous efficiency improvements, the payback for connecting a customer to EDI is less than a month for us," says Håkan Delebeck, responsible for the deployment of ABB's e-commerce solution for motors and drives. "The seamless integration with the customer's ordering system completely automates the process, enabling our sales force to concentrate on visiting customers, rather than registering orders."

The site, at <http://online.abb.com/motors&drives>, tailors the product portfolio to meet the specific needs of individual OEMs (original equipment manufacturers) and Channel Partners.

The web site is linked to ABB's existing back-end solution, CompSCOT (where CompSCOT stands for Component Supply Chain Optimisation Technology). Customers can place orders, check stock availability, track the latest progress of their orders and make stock reservations of motors, drives and fans, 24 hours per day. The site is linked directly to ABB's logistic centre organisation in Europe. Orders placed in the morning can be despatched the same day.

Upon receipt of order, CompSCOT returns the order acknowledgement and invoice to the customer. It then identifies the location of the article, and adds the order to the list of deliveries at the relevant warehouse. At the warehouse, the orders are arranged in country order, and a lorry is loaded up for each country and dispatched.

Atlas Copco's logistics team will enter its orders into its own EDI system, used to plan deliveries, production and forecasting. This is interfaced to CompSCOT, ensuring that orders are serviced in real time. Feedback on order status is delivered via Business Online's web based front end. This is also where the stock profile is checked and any order cancellations are carried out.

Business Online has been developed in direct response to the requests of major customers to replace the laborious and time consuming use of faxes with a faster, automated and more accurate way of ordering and tracking ABB's motors and drives.

Atlas Copco Airpower, the headquarters of the compressor division of Swedish engineering equipment manufacturer Atlas Copco, is located in Antwerp, Belgium.

ABB (ABBN: SIX Swiss Ex) is a pioneering technology leader in power grids, electrification products, industrial automation and robotics and motion, serving customers in utilities, industry and transport & infrastructure globally. Continuing a history of innovation spanning more than 130 years, ABB today is writing the future of industrial digitalization with two clear value propositions: bringing electricity from any power plant to any plug and automating industries from natural resources to finished products. As title partner in ABB Formula E, the fully electric international FIA motorsport class, ABB is pushing the boundaries of e-mobility to contribute to a sustainable future. ABB operates in more than 100 countries with about 147,000 employees. www.abb.com



Caption: Motors and drives for Atlas Copco's compressors are now sourced via BusinessOnline, ABB's personalised web site for OEMs and channel partners.

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