

# The main thing is to eat well

**Schwamm & Cie GmbH in Saarbrücken has been navigating with winweb-food for more than 20 years - and still has a lot planned for the ERP merchandise management system.**

Schwamm and Winweb have been working together for a long time: "Winweb-food has been implemented in such a complex way throughout the entire company that it would be very difficult to switch," says Kai Hirschmann, IT Manager at Schwamm & Cie GmbH in Saarbrücken. And why should they? "The error rate is 0.001 percent," says Hirschmann, who does not only look back on the long cooperation with Winweb, but also has his eye on the future at this point.

After Schwamm had barely managed the Millennium conversion of its individually programmed merchandise management system, the company decided to set itself up for the new ages with a new, future-proof system. After all, it was almost impossible to map which prices had been agreed with which customers, and there was no order history anywhere.



## "Go to the Rhinelanders..."

But where to go? "One provider on the market was user-unfriendly, DOS-heavy

*The checkouts in the factory outlet are also connected to winweb-food.*



and complicated," Hirschmann recalls. With Winweb, on the other hand, even the gut feeling was right: "Go to the Rhinelanders", said the senior boss, "they are likeable". It was a good fit that winweb-food was also user-friendly and could provide the desired evaluations. Of course, there were also considerations whether to dive into the relatively new Windows world with winweb. "And ultimately it was also a price decision," says Hirschmann.

The evaluation of the new system began in the year 2000. It started with outgoing goods: „This is our main hobbyhorse because the company relies heavily on outgoing goods," says the IT expert. The focus was on route logistics and recording. The MIS period comparison was therefore co-founded by Schwamm back in 2001: "The management information system already existed as an evaluation tool, but it was our wish and a novelty par excellence to compare freely definable periods," says Hirschmann. This did

not exist anywhere else at the time. "We wanted a trend tool so that we could compare data and see how individual customers were developing." To achieve this, data was even imported from the old system into winweb-food.

## Once a novelty, now standard

What used to be a novelty is now standard: the order history for each customer can be called up at any time, for example, or the entire sales volume can be evaluated at the click of a mouse. Sales prices are also calculated in the system, taking into account all conditions and downstream costs such as annual refunds. "We spent many evenings on the phone discussing wishes and ideas," says Winweb Managing Director Willi von Berg, recalling one of his first customers. "And Winweb always listened carefully, because with every update there were innovative new features, and each time it went in a new, good direction," adds Hirschmann.



*The customer-specific price labeling is controlled by the data from winweb-food.*

module is integrated into the system and no additional interface is required. On the other hand, the company is satisfied with the handling of empties: "We tried to set up a program for this ourselves, but we failed," admits the IT manager. That's why they want to use Winweb's empties app in the near future. Hirschmann also dares to look to the future, as the company has become more permeable to the outside world, to suppliers and customers, over the years. "Today, we have to share our data more with other companies, which also increases the risk. What we fear most are, of course, attacks from outside." Schwamm is therefore considering putting more and more data in the cloud in order to protect itself better. Hirschmann: "Let's see where the journey takes us."

Text and Pictures: Isabel Melahn

### Fast and flexible

It was only in a second step in the mid-2000s that winweb-food was also introduced for incoming goods: Here, the quantities ordered are compared with the actual quantities delivered and QA inspection plans are queried at the same time. The incoming invoices are checked in the system, assigned to the respective supplier and transferred to the financial accounting department. In 2013, Bizerba's price labeling was connected to the Winweb system. Since then, the entire production including cutting has been running via winweb-food: This includes the management of the cutting lists, the determination of the cutting yield by actual weighing, the calculation of material price and production costs and the actual recipe weighing across all production stages. The production records can be evaluated quickly and flexibly.

### Document management under construction

The document management system, in which all documents are collected, is currently being introduced: Supplier certificates and article passports, proofs

and delivery bills will soon be automatically assigned to the appropriate process via barcode recognition. "However, we don't see this as entirely positive yet, because systems that specialize in document management can do this better," says Hirschmann. However, the Winweb



*Outgoing goods for corporate customers are recorded in the factory outlet when the orders are collected directly on site.*

**Schwamm**  
seit 1920

In 1920, Eugen Schwamm opened a butcher's shop in Saarbrücken. His sons then turned the „beef, veal and pork butcher's shop en gros et en detail" into Schwamm et Compagnie, Schwamm & Cie for short. After initially supplying the Saarland department stores, the company went on to

sell its products throughout Germany. Schwamm became one of the most important importers of French delicatessen products and also introduced meat specialties from Italy and Belgium. Since the end of the 1990s, up to 80 tons of meat have been processed and refined daily on 13,000 square metres and sausage products, ham, cooked and cured specialties have been produced - with state of the art technology. In 2004, the company Bard-Metzgeri-Produkte from Saarland was integrated and the range was expanded with convenience and fresh products for retail and catering.

**Winweb**  
Food Software Specialists

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