

How Will a Leading Compressor Company **Reinvent Sales** with a Digital Twin?

Increasing sales efficiency with **automated simulations** of complete compressor stations

KAESER KOMPRESSOREN SE is one of the world's leading manufacturers and providers of compressed air products and services. Today, KAESER's Industry 4.0 strategy enables the company to run a **seamless digital thread from design to operations**, helping to detect potential issues in the compressed air network early. To increase the efficiency of its configure price and quote processes, Kaeser set its sights on a simulation-based digital twin that could enable the company to digitalize sales for new and improved insights.



KAESER connects engineering simulations with sales processes to create a **next-generation sales experience** for customers.

With the **SAP® Predictive Engineering Insights solution enabled by ANSYS** and ongoing solution support from partner **CADFEM Group, Inc**, KAESER KOMPRESSOREN plans to:

- Enhance business processes with engineering simulation models for improved decision-making across the value chain
- Introduce simulation as a service as part of the configure-price-quote process
- Increase sales efficiency by automating simulation tasks for technical verification of customer configurations
- Reduce administrative efforts by removing manual interfaces between lines of business
- Automate feasibility and applicability studies
- Run multiple what-if simulations to balance costs against customer requirements

“We can further improve our sales experience, gain greater efficiency, and break down silos between lines of business thanks to SAP Predictive Engineering Insights enabled by ANSYS. It helps us **reduce our cost of sales** by leveraging the strategic partnership between ANSYS and SAP.”

Falko Lameter, Chief Information Officer, KAESER KOMPRESSOREN SE



KAESER
KOMPRESSOREN SE
Coburg, Germany
www.kaeser.com

Industry
Industrial
machinery and
components

Employees
6,500

Revenue
>€1 billion

Featured Solutions and Services
SAP Predictive Engineering Insights
enabled by ANSYS



Follow us



www.sap.com/contactsap

Studio SAP | 64957enUS (20/01)

© 2020 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platforms, directions, and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See www.sap.com/copyright for additional trademark information and notices.