



## Controlling the future with Industrial IoT

Digital Manufacturing with SAP MII



*"Camelot IMLab helped us achieve our vision of a hands-free, transparent and real-time production."*

Mauro Falone  
Managing Director Operations, HvL



## The challenge

Tobacco manufacturer Heintz van Landewyck (HvL) had introduced SAP ECC and was in parallel running a self-developed, 16-year old manufacturing system with no SAP integration.

### The consequence

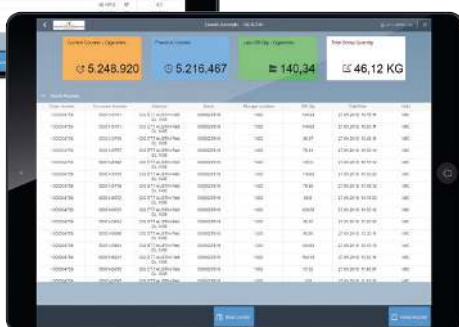
- No transparency over actual material stocks
- Lack of visibility in production: Which order on which line?
- Materials on machines not identifiable; use of wrong material only detected after completion of production
- No real-time feedback on material usage and produced quantities

## The project

With the help of Digital EXPERIENCE<sup>2</sup>, an innovative, agile Camelot approach for an accelerated digital transformation, solutions were ideated and validated jointly with the client. The results were then transformed into a testable prototype. Subsequently, the prototype was validated and implemented with the Industrial IoT solution SAP Manufacturing Integration & Intelligence (MII), including integration of SAP ECC, SAP EWM, labeling, shop floor and mobile devices as well as user interface simplification.



Order overview with status per workplace



Overview goods receipt per running order

*"We needed a direct connection between our various shop floor systems and our business operations. Camelot has helped us master this challenge."*

Mauro Falone, Managing Director Operations, HvL



# Camelot Digital EXPERIENCE<sup>2</sup>



## The result

HvL production has arrived in the digital age. With Industrial IoT HvL is now able to react to market changes agile and fast. Visibility and transparency are ensured across all production steps, while production quality was significantly improved and waste reduced accordingly. Data exchange is now managed hands-free and in real time. The leadership team as well as the employees benefit from a consistent, easy-to-use production system. All these improvements were also well received by HvL's customers, whose satisfaction increased noticeably.

In addition, the project has laid the foundation for the implementation of the European Track & Trace Directive for the tobacco industry.



*"The selected platform enables us to control our business and adapt our processes to market changes."*

Paul Alexandre, PMO Manager, HvL

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## About

### Heintz van Landewyck

Heintz van Landewyck is an independent Luxembourgish company, specialized in the production and sale of cigarettes, smoking tobacco and filter tubes. Its registered headquarters are situated in the capital of the Grand Duchy of Luxembourg. Today the company Heintz van Landewyck has over 6 production plants. The head office was founded in 1847 by Jean-Pierre Heintz, husband of Joséphine van Landewyck.

Being innovative, as flexible as possible and constantly developing new quality products are the trump cards of the family business.

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### Camelot ITLab

Camelot Innovative Technologies Lab (Camelot ITLab) is the leading SAP consultancy for digital value chain management. With more than 20 years of experience Camelot ITLab leads clients in their digital transformation. Our capabilities range from the strategic dialogue around current challenges in the digital world to the implementation of the new, digital solutions. As part of CAMELOT Group with 1,700 employees worldwide, Camelot ITLab stands for customer orientation, innovation, highest quality and feasible end-to-end solutions. From innovations to solutions.

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