

SSLPost Success Story

Case Study (Summer 2009) – MAN B&W Diesel Ltd



Company History

MAN Diesel is a leading supplier of large diesel engines and diesel power stations with an annual turnover of over 1.8 billion EUR.

The Challenge

The high-speed engine business unit of MAN Diesel required a document capture programme that would allow them to send documents to customers and suppliers by secure email and further integrate and automate a range of business processes.

Implementation

In order to fulfil their business needs, MAN Diesel worked with SSLPost to create a software package that included all of their specific requirements:

- ✓ To enable certain types of SAP documents to be emailed to suppliers and customers.
- ✓ To ensure emailed documents could only be opened by recipients with a specific password and improve supplier response time.
- ✓ To reduce printing and posting costs.
- ✓ To enable the sender to review open and unopened emails.

The Solution

SAP's packaged services were evaluated against a number of competitors, and the SAP software seemed most appropriate to meet the company's business requirements. MAN Diesel also decided to use SSLPost for their secure email needs. SSLPost uses a highly secure encryption wrapper to securely deliver by email any type of digital content to authorised and registered recipients.

The SSLPost software would be integrated with SAP and would be hosted and managed by SSLPost. The combined package would enable MAN Diesel to automatically encrypt sensitive commercial documents – such as purchase orders and invoices – at very high levels of security.

This would allow them to safely send these documents by email and provide them with a full audit trail of all emails sent, including the date and time of opening.

In order to achieve these aims MAN Diesel worked with SAP and SSLPost to expand the SAP technical infrastructure by incorporating a new server. The SAP standard routines were also extended to support the specific types of documents that MAN Diesel would be dealing with.



Users of the new system were then trained by SSLPost to give them full knowledge of how the software works. Support was also provided to MAN Diesel's suppliers and customers who would be receiving documents sent through SSLPost.

The Results

The resulting solution was a success, and MAN Diesel were able to send different types of documents from SAP to suppliers and customers by secure email. By using SAP and SSLPost, MAN Diesel were able to integrate and automate their business processes and reduce the likelihood of human error. They were also able to save valuable internal resources and reduce overall admin costs.

Overall, the SSLPost software has brought MAN Diesel increased security, rapid delivery of business communications, cost savings over traditional posting methods and the advantage of having an audit trail of the email. The combined software has enabled them to leverage proprietary Secure Email software through a certified SAP interface in a highly cost effective manner.

