

ICC-Projects

TT-Projects: Information- & Communication Technologies



Naložba v vašo prihodnost
Operacijo delno financira Evropska unija
Evropski sklad za regionalni razvoj



Investition in Ihre Zukunft
Operation teilfinanziert von der Europäischen Union
Europäischer Fonds für regionale Entwicklung

Facilitators and Experts

- **TT-Facilitators**
 - DI (FH) Andreas Öffl, MSc
 - Dr. Christina Schweiger

- **ICC-Experts**
FH JOANNEUM Kapfenberg
 - DI (FH) Michael Ulm
 - DI (FH) Michael Brickmann
 - DI (FH) Mathias Knoll, MSc



3 projects in small-sized enterprises

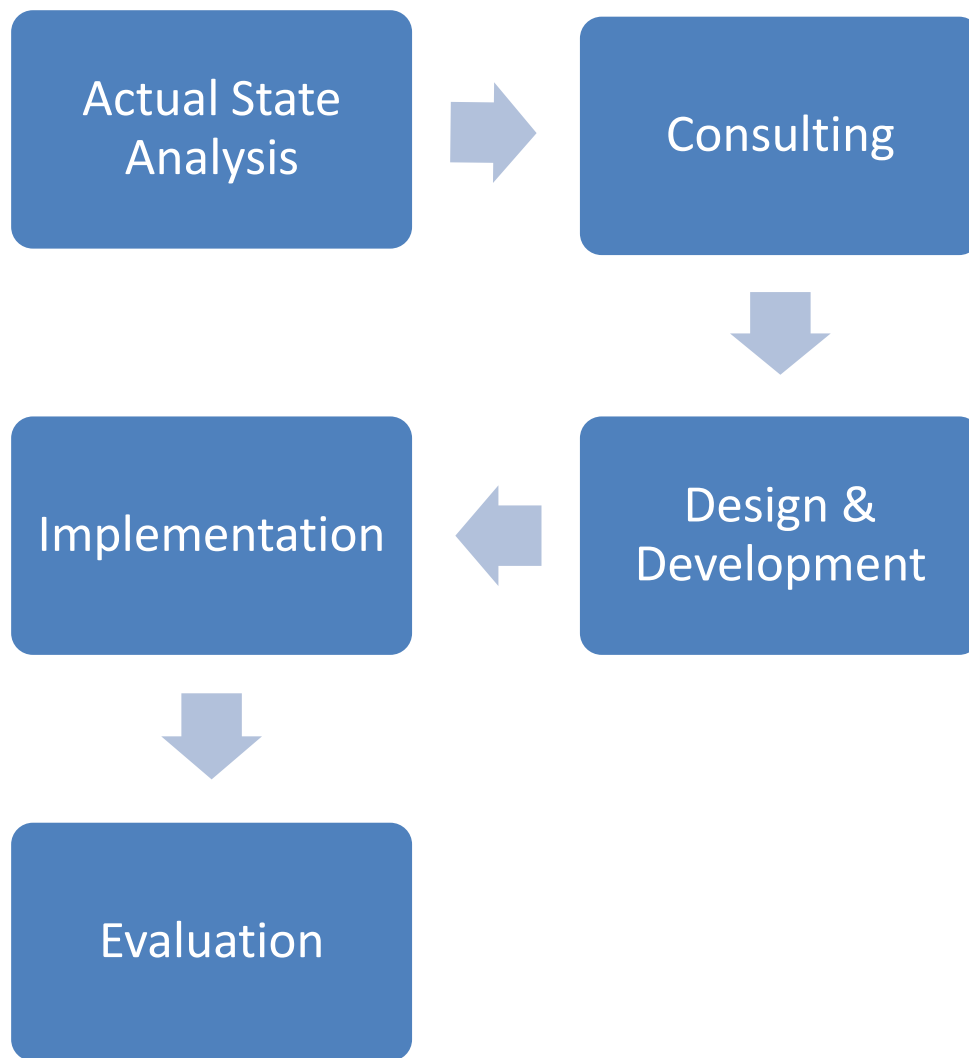
A vertical strip of four images on the left side of the slide. From top to bottom: a close-up of a metal mesh with a circular metal piece in the center; a stack of several silver metal discs; a bar chart with five bars of increasing height; a red laser pointer beam hitting a surface; and a stack of several grey, rectangular metal blocks.

Metalworking

Consulting, Life Coaching

Poultry Farming

Technology-Transfer-Process



Company 1: Metalworking

- **Target sector:**
 - Production of agricultural equipment and replacement equipment, e.g. mowers
 - Trade with agricultural equipment
- **Size:** 6 people



Company 1: Metalworking

- **Object of the project:**
Development and implementation of a database for procurement, inventory and material-controlling
- **Formalization and standardization of procurement and sales processes**
 - Controlling-Functions:
 - Procurement: suppliers , components & equipment, inventory
 - Sales: customers and revenues
 - Professional communication with suppliers and customers

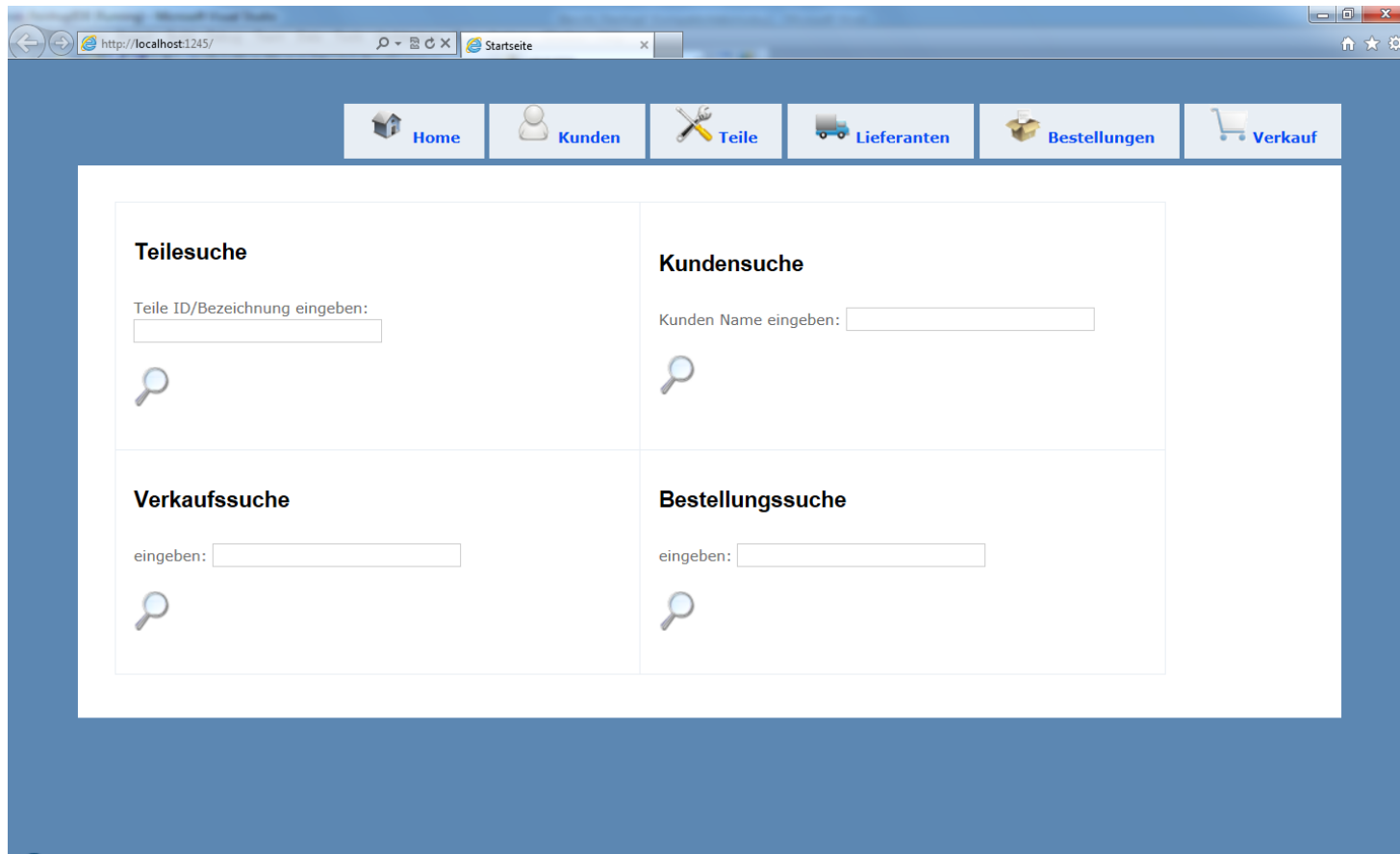


Company 1: Metalworking

- **Technical Requirements**
 - **Hardware**
 - **Office PC, Windows Vista (existing)**
 - **CMS**
 - **.NET Model View Controller based appl.**
 - **Relational database**
 - **Microsoft SQL**
 - **Web interface**
 - **Concurrent usage, standards, independence**
 - **Express versions, no licensing costs**



Company 1: Metalworking

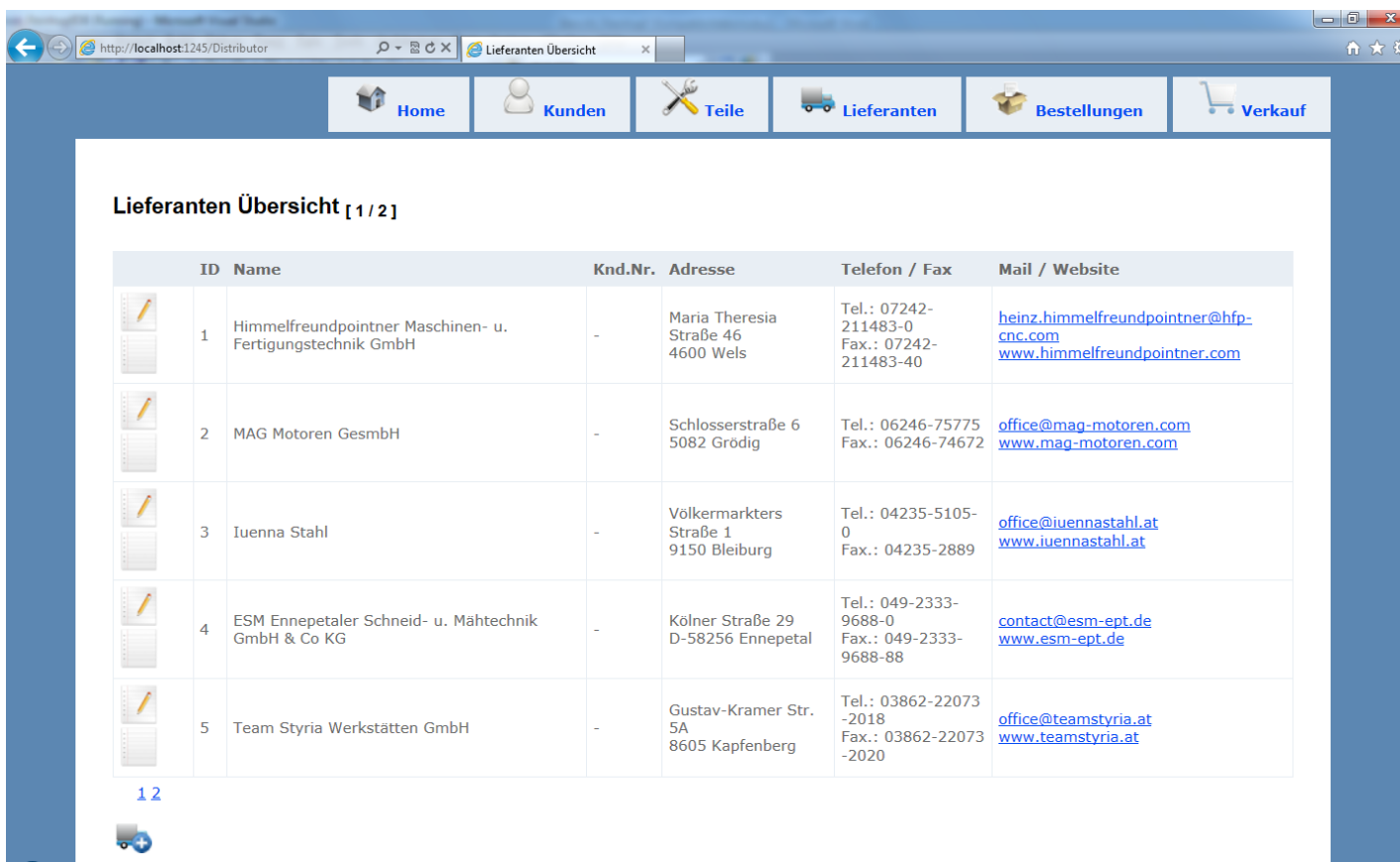


The screenshot shows a web browser window displaying a search interface. The browser address bar shows `http://localhost:1245/`. The page has a blue header with navigation buttons: Home, Kunden, Teile, Lieferanten, Bestellungen, and Verkauf. The main content area is divided into four search sections:

- Teilesuche**: Teile ID/Bezeichnung eingeben:
- Kundensuche**: Kunden Name eingeben:
- Verkaufssuche**: eingeben:
- Bestellungssuche**: eingeben:

Search functions for procurement, equipment- and material management

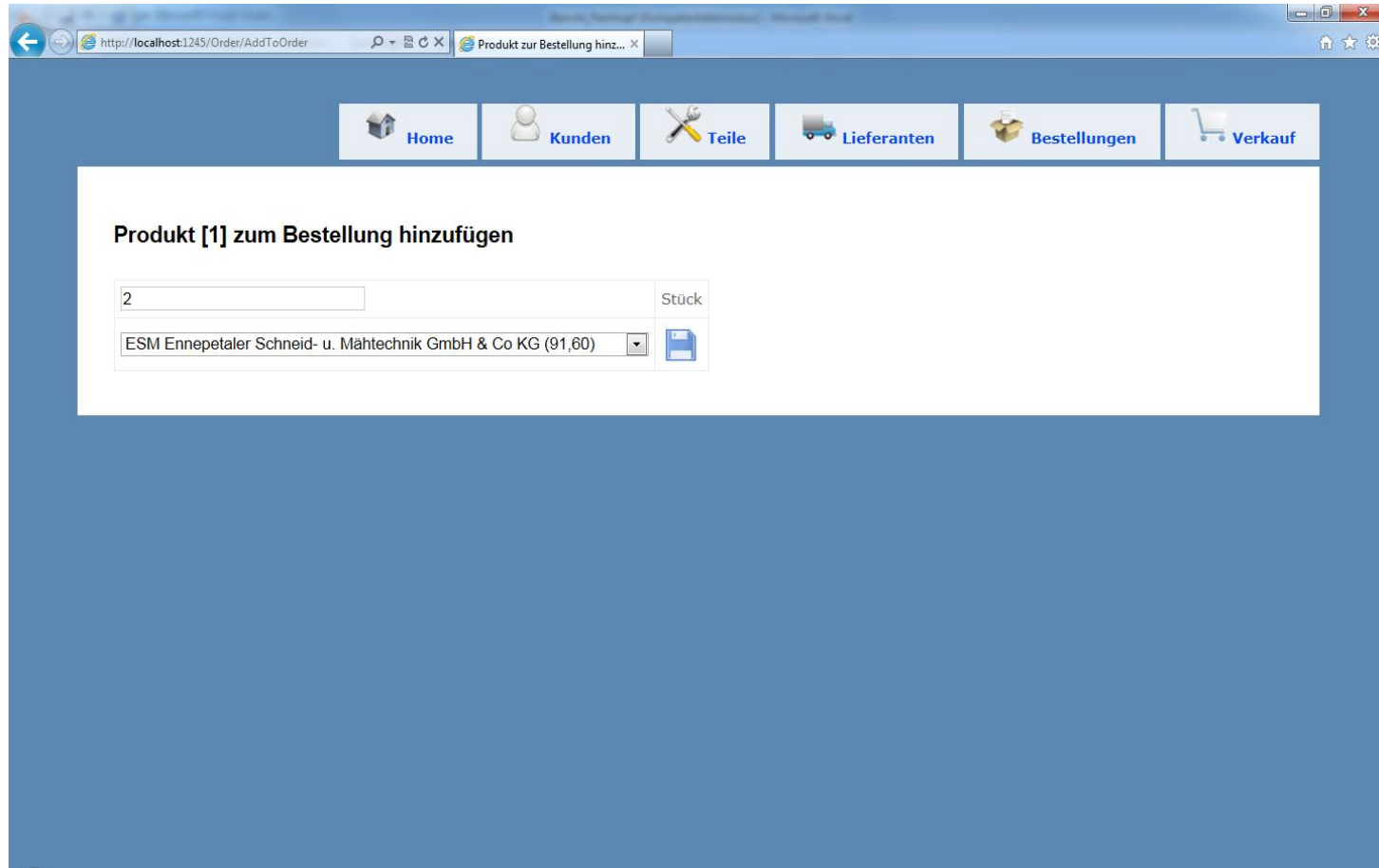
Company 1: Metalworking



ID	Name	Knd.Nr.	Adresse	Telefon / Fax	Mail / Website
1	Himmelfreundpointner Maschinen- u. Fertigungstechnik GmbH	-	Maria Theresia Straße 46 4600 Wels	Tel.: 07242-211483-0 Fax.: 07242-211483-40	heinz.himmelfreundpointner@hfp-cnc.com www.himmelfreundpointner.com
2	MAG Motoren GesmbH	-	Schlosserstraße 6 5082 Grödig	Tel.: 06246-75775 Fax.: 06246-74672	office@mag-motoren.com www.mag-motoren.com
3	Iuenna Stahl	-	Völkermarkters Straße 1 9150 Bleiburg	Tel.: 04235-5105-0 Fax.: 04235-2889	office@iuennastahl.at www.iuennastahl.at
4	ESM Ennepetaler Schneid- u. Mähtechnik GmbH & Co KG	-	Kölner Straße 29 D-58256 Ennepetal	Tel.: 049-2333-9688-0 Fax.: 049-2333-9688-88	contact@esm-ept.de www.esm-ept.de
5	Team Styria Werkstätten GmbH	-	Gustav-Kramer Str. 5A 8605 Kapfenberg	Tel.: 03862-22073-2018 Fax.: 03862-22073-2020	office@teamstyria.at www.teamstyria.at

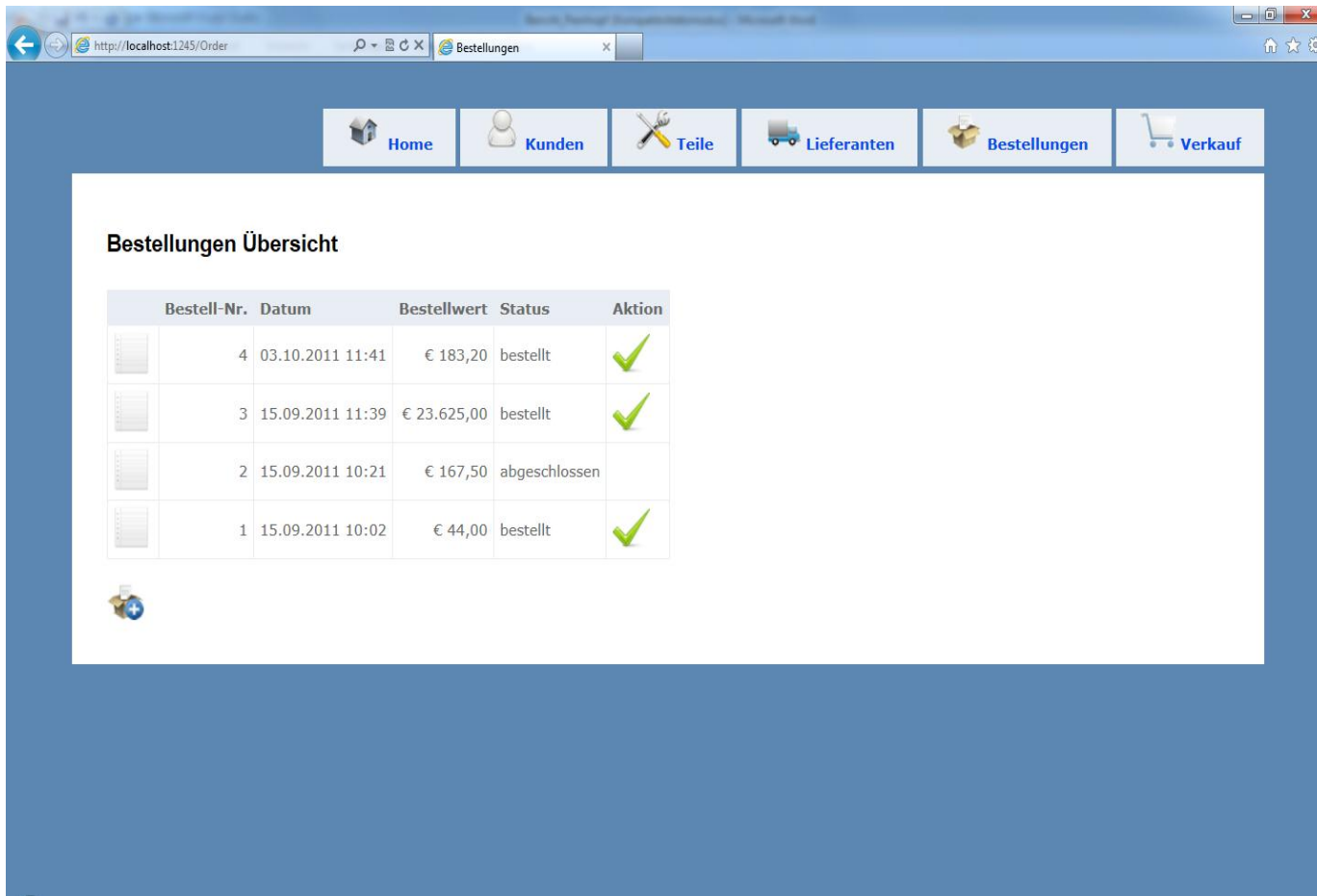
Adjusted Overview (suppliers database)

Company 1: Metalworking



Procurement System (1)

Company 1: Metalworking

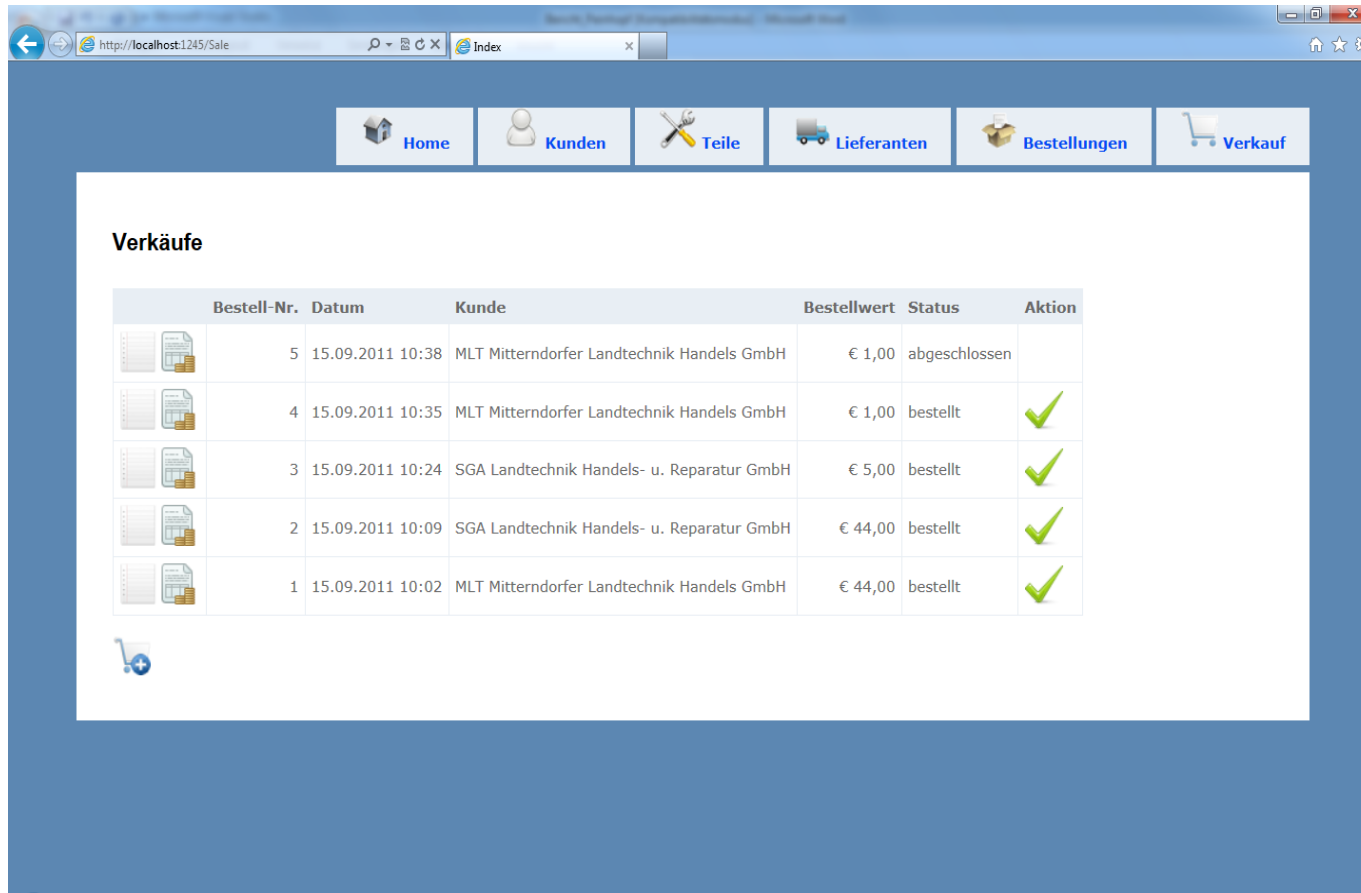


The screenshot shows a web browser window with the URL `http://localhost:1245/Order` and a tab titled "Bestellungen". The interface features a navigation menu with buttons for "Home", "Kunden", "Teile", "Lieferanten", "Bestellungen", and "Verkauf". The main content area is titled "Bestellungen Übersicht" and contains a table with the following data:










Bestell-Nr.	Datum	Bestellwert	Status	Aktion
4	03.10.2011 11:41	€ 183,20	bestellt	✓
3	15.09.2011 11:39	€ 23.625,00	bestellt	✓
2	15.09.2011 10:21	€ 167,50	abgeschlossen	
1	15.09.2011 10:02	€ 44,00	bestellt	✓

Procurement System (2)

Company 1: Metalworking



The screenshot shows a web browser window displaying a sales overview page. The page has a navigation menu with buttons for Home, Kunden, Teile, Lieferanten, Bestellungen, and Verkauf. The main content area is titled 'Verkäufe' and contains a table with the following data:

	Bestell-Nr.	Datum	Kunde	Bestellwert	Status	Aktion
	5	15.09.2011 10:38	MLT Mitterndorfer Landtechnik Handels GmbH	€ 1,00	abgeschlossen	
	4	15.09.2011 10:35	MLT Mitterndorfer Landtechnik Handels GmbH	€ 1,00	bestellt	
	3	15.09.2011 10:24	SGA Landtechnik Handels- u. Reparatur GmbH	€ 5,00	bestellt	
	2	15.09.2011 10:09	SGA Landtechnik Handels- u. Reparatur GmbH	€ 44,00	bestellt	
	1	15.09.2011 10:02	MLT Mitterndorfer Landtechnik Handels GmbH	€ 44,00	bestellt	

Below the table, there is a small shopping cart icon with a plus sign.

Controlling: materials and Sales

Company 1: Metalworking

- **Customer Benefits:**

- Clear and formal processes, higher quality in the performance
- Professional administration and inventory of components & equipment, reduction of losses of orders
- Safe and easy procurement and supplier-communication
- Quantity- and cost-control
- Overview of all customer orders and bills outstandings
- Safe and easy customer-communication
- ...



TT-Facilitator: Challenges

- Lacking awareness for and knowledge of new technologies benefits in SMEs
- Lacking awareness for technology-transfer
- Different dominant logics/perspectives of the main players
 - „Usability versus high-tech“
 - Intensive mediation between *entrepreneurs* and the technology-experts
 - Important: continuous facilitation of the whole TT-process



Thank you for your attention!

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