

# Carve-out in only six months.

Bosch Rexroth Pneumatics becomes Aventics.

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Campana & Schott supported the full carve-out of the Bosch Rexroth AG pneumatics division into the independently operating Aventics company in the capacity of IT Sourcing consultant. The tendering process, provider selection, migration and separation of IT systems at 57 global locations had to be completed in only six months.

## Customer profile: Next Generation Pneumatics

Aventics is a multinational manufacturer of pneumatics components and systems. In addition, it also acts as a special provider of drive and control solutions for vessels and utility vehicles as well as timing chains within production processes.

The company has approximately 2,100 employees worldwide, as well as production sites in Laatzen near Hanover, at Gronau/Leine, Bonneville (France), Eger (Hungary), Lexington (US) and Changzhou (China). Aventics also has sales representations in more than 40 countries.

## Starting situation: Everything must be fast

Bosch Rexroth made the decision to spin off and sell its pneumatics division as early as 2009, in line with the company's strategy of concentrating on its key hydraulics and linear technology business. It established a project for preparing the division for independence in terms of IT, Purchasing and Sales. This was followed by the logical separation of the applications. In the IT segment, the process involved copying the SAP environment, the eShop, the Active Directory as well as the e-mail solution, while data that was not related to pneumatics was deleted. This process was completed by mid-2013.

The schedule for the separation was very tight, in line with the takeover agreement with an associated company. Accordingly, the process had to be completed by 1 July 2014. "Based on the scheduling requirements, it quickly became clear that we had to bring in an external service provider, that had extensive experience with international carve-out projects," says Markus Heine, IT Manager at Aventics. "During our discussions with various providers, we were very impressed by Campana & Schott, not just on account of their structured approach and successful projects, but also at the personal level."

**AVENTICS** 

### Customer profile

Aventics is a multinational manufacturer of pneumatics components and systems. The company has approximately 2,100 employees worldwide. Its production sites are located in Germany, France, Hungary, US and China. In addition, Aventics also has sales representations in more than 40 countries.

### Starting situation

Bosch Rexroth made the decision to spin off and sell its pneumatics division in 2009. A very tight schedule for the separation was defined on the basis of the takeover agreement with an associated company. Accordingly, the process had to be completed by 1 July 2014.

### Solution

The company selected T-Systems for the network area, SPIRIT/21 for the Data Center, and modIT for the Service Desk, Client Backend and Backend Services. Subsequently, the project partners worked hard to convert the 57 sales locations to their own infrastructure.

### Result

The switch-over took place on the last weekend in June 2014, whereupon all business-critical systems functioned as intended. Moreover, the infrastructure was also consistently compatible with the current security and data protection requirements during the conversion phase. Campana & Schott successfully completed the project with the providers and Aventics.

## Solution: Three specialized providers

The stock-taking and definition of IT services began in October 2013. It was followed by the preparation of tender documents for new providers in five areas: Network, Data Center, Service Desk, Client Backend and Backend Services. The provider for the Service Desk was supposed to provide central support for all users, supported by the second level support of the other providers. The tendering process began in January 2014, and was completed just two months later. The decision was made in favor of T-Systems in the Network area, SPIRIT/21 for the Data Center, and modIT for the other three areas.

“Based on their experience, the consultants were able to decide very quickly which items had to be done at what point in the implementation process, and which could be postponed to a later date,” says Heine. “In this way, we were able to complete the project quickly and without major effects on business processes. In addition, they also provided us with tools and a methodology for configuration and support.”

Between March and June 2014, the project partners worked very hard to convert the 57 global sales locations to their own infrastructure. In this context, they had to consider not just the separation of the systems from Bosch Rexroth, but also a physical relocation in many cases. All of this had to be completed in one weekend, since the new network would not be available prior to that date, and the Bosch Rexroth network would no longer be available after that date.

## Result: A successful project

“The extremely tight schedule really pushed us to the limit,” remembers Markus Heine. “We demanded a lot from our contact persons, but they and their colleagues addressed the new challenges with flexibility and creativity, and were able to complete activities that could not always be planned ahead within a short time period. Without Campana & Schott’s expertise in international carve-out processes at separate locations, it would have been difficult to implement the project in that time period.”

The switch-over took place during the last weekend in June 2014, and all systems that are critical to the business functioned as intended. Moreover, the infrastructure was also consistently compatible with the current security and data protection requirements during the conversion phase – thanks to the close collaboration with the individuals in charge of security at Bosch.

“It is quite a feat that we were able to complete a project that usually takes one and a half years in just six months,” concludes Heine. “Campana & Schott successfully completed the project with the providers and our colleagues. Together, we were able to complete this one-time mammoth project while maintaining business continuity – which is something we are very proud of.”

### Key figures

# 57

Migration and separation of IT systems at 57 global locations

# 6

Project completed in only six months

# 2.100

Aventics has 2,100 employees in 40 countries

“It is quite a feat that we were able to complete a project that usually takes one and a half years in just six months.”

### Markus Heine

IT Manager Aventics

### Campana & Schott

Campana & Schott is an international management and technology consultancy.

For 25 years we have been passionately assisting companies in managing complex change processes – with proven methods, technologies or simply the right people.

We have always been motivated by our passion for all aspects of human collaboration in organizations and projects.

Weitere Informationen:  
[www.campana-schott.com](http://www.campana-schott.com)

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