



## Packed better with better packaging

HANS KOLB Wellpappe - Packed better with better packaging! Short and succinct is the promise to the customer as well as the claims to suppliers of the Memmingen based Packaging specialist. For more than 70 years corrugated board packaging solutions are manufactured at three locations. Over the years HANS Kolb Wellpappe has established a name in the market for the development of numerous solutions with special corrugated boards. As manifold as the product portfolio is, as simple the key to success for KOLB: No compromise in the declared intent for quality and the steady urge for innovations and further developments.

*"Together with our customers we will meet all future demands of the market and react to them innovatively" - Alwin J. Kolb*

To accommodate this goal is the task of every employee. More than 850 employees are aware of the challenge. The Memmingen based headquarter is the centre for the planning, implementation and support of the hardware- and software solutions.

The city of Memmingen is an urban treasure trove in the Swabian-Bavarian lowlands of the Alps. It is known for the ancient city gateways and towers. Memmingen is home of Hans Kolb Wellpappe GmbH & Co. KG (HKM). HKM was founded in 1933 and is one of the international leading companies in the sector of Packaging solutions.

HKM operates an IT that is based upon the IBM VSE/ESA operating system. The strategic applications have been developed in COBOL. Datastores are VSAM and DB2/VS. The bread and butter application is a CICS-based sales and marketing system. The user departments have access to a CITRIX Terminal Server to use the Windows-Office- and ADOBE-applications. In addition to Windows HKM uses a Red-Hat Edition of LINUX. This system is home of the KIWIPLAN Supply Chain- and Manufacturing Execution-system and a CAD-system from Esko Graphics.

In 2003 the contact to B.O.S. was established at a roadshow. Michael Bäuerle, CIO at HKM: "We have been a customer of B.O.S. and were interested to learn, what tcACCESS could offer to optimize our business processes. Amongst many interesting aspects about the integration of a mainframe into a Client/Server environment, the feature that caught our attention was the ability to start Windows- and LINUX-processes directly from a CICS application. We felt this could be major time-saver for us compared to our process-flows at the time."

The employees of the sales department at HKM receive inquiries from customers and prospects about individual packaging solutions. To create an offer in the pre tcACCESS days the data was forwarded to product development at a different plant location in Buxheim. The CAD-System HKM-X from Esko Graphics was used to develop the solution and the data was sent back to sales. Michael Bäuerle: "The process was time consuming and it was normal procedure that it took an average of 2 days until sales was in a position to raise the offer. We have been able to optimize this process with tcACCESS. Today, sales can create the offer immediately after the customer has presented his requirements."

Karl-Heinz Abbold, Application developer and in charge of the sales and marketing application: "Today, in CICS the sales representative inputs all relevant data into the system like package sizes, measurements, types and units. Using a program function key he can start a direct communication of the CICS application with the LINUX CAD-system. tcACCESS take care of this communication." A window pops up at the terminal and the sales rep can use the graphical application to calculate and plan variations. If the process is completed the CAD-system stores the final data into a MySQL database on the LINUX-machine. Next, tcACCESS sends the data back to the calling CICS-application. Karl-Heinz Abbold: "The communication between the CICS-application and the CAD-system is managed by the tcACCESS Listener component. The CICS program starts the CAD application and issues a SELECT statement to retrieve the data from the MySQL database. tcACCESS enables the CICS application to perform ODBC calls to directly access the MySQL database. Quite exciting technology!" Similar implementations have been done already during the testing period of tcACCESS. Abbold: "Images of our product samples and printouts are stored on a dedicated server in the PDF-format. These images are now integrated into our CICS-applications, quasi with a push of a button. It is now also possible to monitor the process and execution of an order in the production. tcACCESS is the link between the CICS applications and the LINUX based KIWIPLAN-system. All of these new processes are very reliable and stable. We started to put the first applications into production in 2004. In the beginning we had some starter problems but we always had a competent partner in B.O.S. to help and support us."

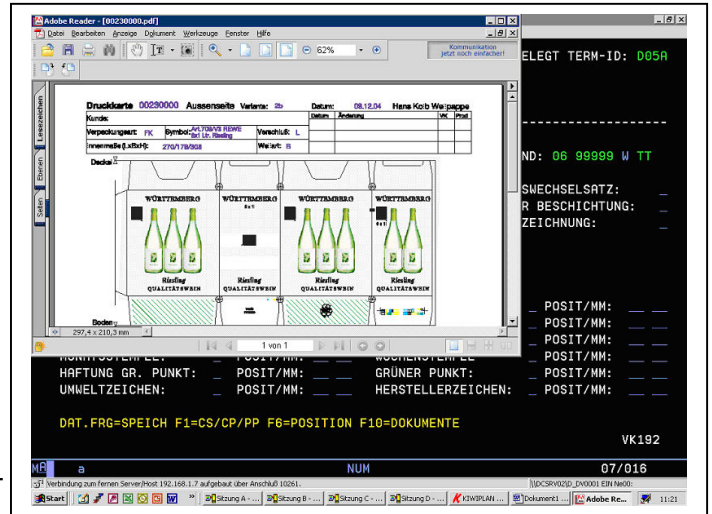
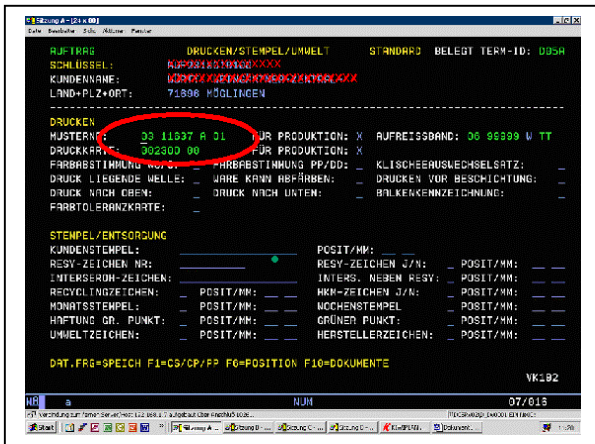
Michael Bäuerle draws a conclusion: "With tcACCESS we have been able to optimize our internal business processes. Our mainframe has been transparently integrated into our Client/Server environment. We are glad to have a solid and competent partner with B.O.S. and we are looking forward to our future cooperation."

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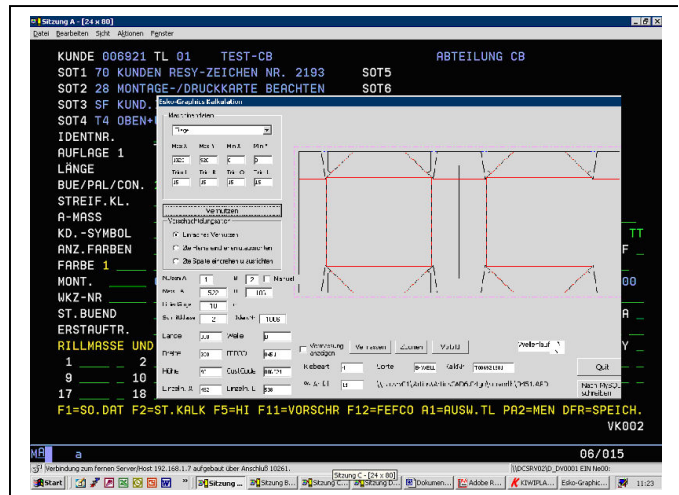
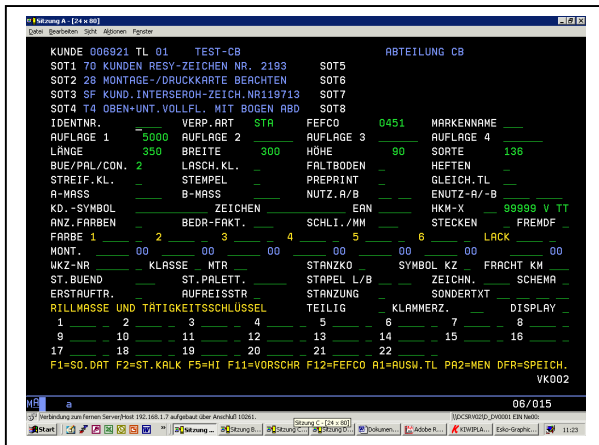


Application examples

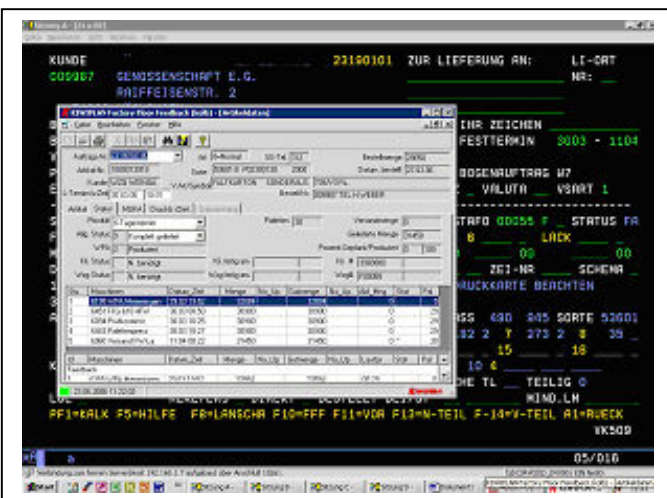


The sales representative uses a CICS 3270-application. The screen cursor is positioned on the item number. Hitting a PF-key automatically loads the corresponding PDF-file and displays the image with the CICS application.

The customer requests are input to a CICS-application and are automatically passed to the LINUX CAD-system through tcACCESS



tcACCESS starts the CAD-system, the sales



person can make adjustments to the figures and the final data is stored into a MySQL-database. The CICS-application uses ODBC to read the database and displays the data as part of the 3270-screen.

The example on the left shows a CICS-transaction calling the LINUX based KIWIPLAN system to control and monitor the execution of the production process for the order.