

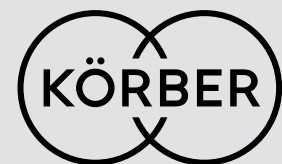
## Case Study

Sending encrypted purchase orders and additional documents directly from SAP®.

Secure business communication.  
Fully integrated in SAP.

In this customer story you will read about ...

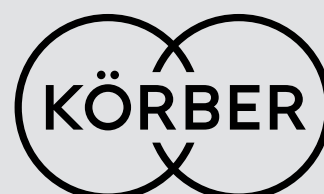
- ⊕ The new ordering process standardization at Körber Pharma.
- ⊕ SEAL Systems implementation of an SAP integrated solution of independently running processes in connection with Cryptshare®.
- ⊕ How Körber Pharma now sends documents of any size, encrypted, and directly from the order process in SAP.



### The challenge

#### Encrypted communication directly out of SAP

Körber Pharmaceutical, an international technology group that delivers a unique portfolio for integrated solutions for pharmaceutical products, wanted to improve their business unit's SAP processes. Körber's Pharmaceutical Business Unit had been using the SAP ERP system for some time for business processes ranging from inquiries and orders to framework agreements. The company wanted to find a solution that would allow documents, including additional data such as drawings, to be sent securely to suppliers. In addition, Körber wanted to map an automated processing solution, which would avoid media breaks between SAP and the e-mail client. As another critical requirement for this project, the data should not be transferred unsecured via e-mail for compliance and data protection reasons.



## The project

### Quick and easy integration

SEAL Systems was asked to create this secure, integrated solution for SAP order dispatch. Before the integration project, Körber Pharma already used Cryptshare as a secure bidirectional communication solution for other processes. Cryptshare is configurable and can be easily connected to other systems through interfaces such as the Cryptshare Robot and integrated into the most diverse solution contexts.

**Cryptshare** was the ideal solution for the connection to the output management system from SEAL Systems, where the **purchase orders are transmitted.**

Cryptshare and SEAL Systems only needed to be connected to extend the processes for secure file transfer. Thanks to the available interfaces of SEAL Systems output management system, PLOSSYS®, and the Cryptshare Robot, a lean command line tool, the connection went smoothly and could be implemented within a few days.

### The added value of seamless SAP Cryptshare connection

With the SAP connection from Cryptshare and SEAL Systems documents of any size are now encrypted and sent directly from the order process in SAP. It is no longer necessary to cache files or to change the system - annoying work steps which can be avoided now. As a result, Körber Pharma now saves valuable resources and costs. User satisfaction is very high due to the ease of use, i.e., the elimination of search and sorting tasks and the resulting time saved. The connection also effectively contributes to risk minimization, and potential industrial

espionage is prevented by encrypting the data. Therefore, Körber Pharma can ensure the protection of confidential information and comply with legal regulations such as the DSGVO (data protection regulations).



### Further integration possibilities and automation potential

Due to the realized connection of Cryptshare to the Corporate Output Management System from SEAL Systems, the added value represented by Cryptshare can be addressed from all available solution contexts and integration scenarios.

In addition to the SAP process printing (for orders) already described, other interesting areas of application are in:

- Network Printing (Windows printing), this means from any Windows application via the "Print" function,
- Business Printing (SAP Spool printing), this means from all SAP applications or
- Interactive ordering from the SEAL Systems Print Client as a web application.



Consequently, SEAL Systems helps the integration possibility of Cryptshare to optimize and secure the communication in other use cases for customers.

In the future, SEAL Systems plans an additional product connection with the integration of Cryptshare to the Digital Process Factory® (DPF). This would allow different kinds of document conversions and preparations to be carried out. Additionally, electronic provision procedures are also supported, providing an ideal product combination.

### SEAL Systems and Cryptshare: A valuable partnership

*"It soon became clear that not only the products but also the companies fit together very well and stand for similar values such as customer and solution-oriented thinking and working methods. That is why we want to offer the solution together for all customers in the future.*

*Uncomplicated cooperation, similar target group, through the integration of two solutions established on the market results in 1+1=3 for the customer."*

*Markus Wolfer, Head of Sales DACH, Cryptshare AG*



## The solution partners

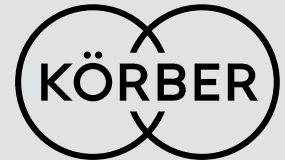
### Cryptshare

This owner-managed company develops communication solutions for the secure exchange of information. With Cryptshare, e-mails and files of any size and type can be exchanged ad-hoc – easy and secure, traceable and cost-effective. It is used in more than 2,000 companies by around 4 million users in over 80 countries. Cryptshare was awarded the “Cyber-security Excellence Award” in the category “E-Mail Security” in 2017.



### Körber Pharma

Körber Pharma offers solutions for safe and efficient processes for the production, inspection and packaging of pharmaceutical products. Its portfolio includes Pharma Manufacturing Execution Systems (MES), the development and manufacture of folding cartons, innovative inspection and packaging machines, and solutions for secure traceability of medicines.



### SEAL Systems

SEAL Systems, also an owner-managed company, is the market leader for enterprise wide output management, document and file conversion, and direct publishing solutions.



## Quote from Körber

*“Thanks to the Cryptshare Robot and the speed and flexibility of SEAL Systems an integration could be implemented and handed over to the key users within a few weeks.*

*The advantages are obvious: in purchasing no documents have to be collected, the supplier does not need login data for data download, the compliance requirements are fulfilled and there is full transparency about which documents were sent and if the supplier has retrieved them.*

*Especially in special machine construction with a high number of self-designed components, the solution is an enormous support for the purchasing department.*

*Within the company the integration of SEAL Systems and Cryptshare is perceived so positively that another business area will introduce the same solution by the end of the year.”*

*Joschka Hanselmann, Körber IT Solutions GmbH*

## The importance of secure distribution

*“The secure digital distribution of information and documents is becoming increasingly important. Through the partnership with Cryptshare we can offer our customers a future-oriented and secure solution to share documents over the web. It was important for us that we have a German partner with Cryptshare AG, with whom we can clarify and solve customer requirements in a short time. We will integrate Cryptshare into our services for document distribution in such a way that the secure exchange of documents and information can be used by all customers who use our solutions in the area of output management and publishing.”*

*Johannes Hesel, COO, SEAL Systems AG*

Further information about the SAP Cryptshare integration:  
<https://www.sealsystems.com/blog-best-practice-sap-cryptshare-interface/>

Contact

Do you have questions on this topic?

Contact us!

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