

S. Oliver Video Transcript



Bernd Freier, S. Oliver, Owner and Founder

People like S. Oliver,,we need the right information, we must have the right quality. We must have the fastest line. The fashion - it's coming and going. The consumer is changing his mind everyday. We need a good team who have some new ideas of the fashion.

Stefan Beyler, S. Oliver CIO

Normally, in the clothing manufacturing department they have 2 seasons in a year, and we have 12 seasons in a year. At the moment we have nearly 1500 interfaces, data interfaces and to manage these in four weeks to change it is very difficult. That is why we are talking with IBM.

Dr. Thomas Meintrup, IBM

In the first meeting together, I told mr. Beyler - very important for me that we can discuss in an open fashion.

Stefan Beyler, S. Oliver CIO

In the first meetings , in the first two or three meetings I find that the chemistry between us is absolutely working.

Dr. Thomas Meintrup, IBM

And I found in Mr. Beyler a CIO which believes in this strategy, especially SOA.

Stefan Beyler, S. Oliver CIO

Now we are talking on SOA, and I want to see it in a live version. And so far I take a chance to fly to Miami Beach and saw the customer Office Depot there, and they have the same problem as me. But they have results, and I saw the results. Their solution also is SOA. This is the strategy for the future, then we can win.

Dr. Thomas Meintrup, IBM

We have to take the risk maybe to change the business according to the new IT strategy we set up.

Stefan Beyler, S. Oliver CIO

Today language is a really big problem, but I think in the near future we have this problem solved because we are using portal from IBM and this portal supports 38 languages.

Bernd Freier, S. Oliver, Owner and Founder

We are working a long time with IBM more than...

Stefan Beyler, S. Oliver CIO

Ten years...

Bernd Freier, Owner and Founder

Ten years. When we have some problems, you know we can identify in a quick time.

Stefan Beyler, S. Oliver CIO

We can talk to each other in half an hour we have a result, a clear way, a very fast way to find a solution.

Bernd Freier, S. Oliver, Owner and Founder

That's correct. With the right partner you can win. Alone, nobody can win.

When I have good ideas with the right team, you know, and I can explain to them and he understands me then we have full power in our hand.

Dr. Thomas Meintrup, IBM

We shared, I think, the same vision and we tried to realize this vision.

Stefan Beyler, CIO

We look in our eyes and said yes we will do this and then we do this, together.

That's enough for me. But I can do this only with partners. Like IBM.