

# ELO Customer Reference

STRUB MEDICAL GmbH & Co. KG



## Digital processes in the world of medical technology



*"With ELOprofessional, we have taken the next step to digitize and streamline our company processes. And with our experienced ELO Business Partner it.conex, we have the right partner at our side."*

Marco Müller, CEO  
STRUB MEDICAL GmbH & Co. KG

For over 50 years, STRUB MEDICAL GmbH & Co. KG in Neuhausen ob Eck has produced premium microsurgical instruments. In 2018, the company embarked on its digital journey, introducing ELOprofessional to control its business processes.

In the beautiful region surrounding Tuttlingen in Baden-Württemberg lies the heart of the medical technology industry. More than 400 companies with over 8,000 associates work on ultra-modern implant technologies and innovative surgical instruments here, in Europe's largest medical engineering cluster.

Headquartered in Neuhausen ob Eck, STRUB MEDICAL GmbH & Co. KG opened in 1968 and has made a name for itself as a producer of premium microsurgical instruments. One of STRUB MEDICAL's key goals is to stand out through continuous improvement and innovation. This is why in 2018 management decided to take the lead in the area of IT and rely on digital business processes with **ELO**professional.

# The solution

Practical benefits



## Overview

Country: Germany  
Industry: Pharmaceuticals, chemicals, medical technology

## The company

Headquartered in Neuhausen ob Eck, STRUB MEDICAL GmbH & Co. KG produces microsurgical instruments. For over 50 years, the company has stood for maximum certified quality, technical expertise, and state-of-the-art manufacturing technology.

## The challenge

Cross-departmental digitization of existing business processes.

## The solution

- Introduction of **ELOprofessional** as central ECM system
- Processing and verifying invoices und with **ELO workflows**
- Integration into the Majesty ERP system

## The benefits

- Reduced filing and search times
- Optimized quality management thanks to digital process control
- Automated invoice processing and verification

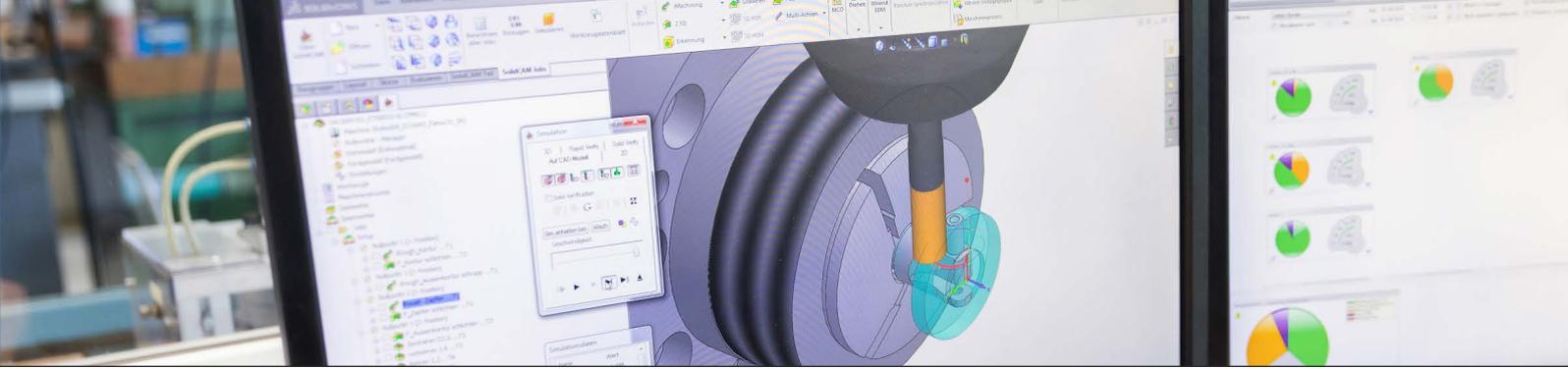
## From iron smelting plant to the center of the medical technology industry

It comes quite unexpected that the center of the medical technology industry is located in the city of Tuttlingen and its surroundings – but this is no accident. The region is very rich in iron ore, an iron ore with a very high percentage of iron that is very easily mined. And with the founding of the ducal iron smelting plant at the gates of the city of Tuttlingen began the region's economic success story in the 17th century. A knifsmith and nailsmith settled near the smelting plant. In 1866, the first factory for manufacturing medical instruments was established, laying the foundation that would later transform the handicraft into an industry. Today, around 180 patents are filed here annually, with medical products being exported worldwide.

When it comes to quality, the medical technology industry is one of the strictest out there. And that's a good thing. After all, faulty materials and instruments can have fatal consequences. Doctors and surgeons – the customers of STRUB MEDICAL GmbH & Co. KG – have to rely on the manufacturer's medical instruments without fail. STRUB MEDICAL is more than aware of its responsibility. Strict quality management in accordance with DIN EN ISO 13485:2016, non-stop monitoring of all production processes, and regular audits as well as certifications ensure the materials used and products are always of the highest quality.

## A bright future with digital business processes

STRUB MEDICAL GmbH & Co's strict attention to quality is reflected in the company's IT infrastructure. To expand and improve quality management processes with the available IT systems, the company wanted to replace its previous document management system. This is why in 2018 Strub began searching for an intelligent solution capable of streamlining the quality management process with digital workflows. In addition, the new system should automatically process and verify invoices.



The following challenges were defined specifically:

- Replace the central system to digitize quality management
- Automate invoice processing and verification

## Understanding processes – no problem for it.conex and ELO Digital Office

In no time at all, their search led them to **ELOprofessional** from ELO Digital Office. ELO Business Partner it.conex, which specializes in analyzing and digitizing business processes, was commissioned with planning and rolling out the solution. The processes at STRUB MEDICAL were analyzed in record time and digitized with **ELOprofessional**. In just a few months, the system was ready to go live: Today, **ELOprofessional** supports quality management and digital processing at Strub Medical with automated digital workflows.

## Digitized processes with ELOprofessional

Users at STRUB MEDICAL mainly appreciate the software's intuitive use and clear folder structure. **ELOprofessional** drastically reduces the time required for searching for filed receipts, certificates, and other documents, giving employees fast access to information related to production batches. A document is created with a barcode and linked to the file for each individual production process. The **ELO Barcode**

module stores this document accordingly in the ELO repository, where it can be found in a matter of seconds. Users can access the data stored in the ECM system from different workstations so that everyone is always up-to-date.

ELO Barcode also applies a barcode to testing instrument cards, automatically filing them to **ELOprofessional**. Design drawings from 3D CAD program SolidWorks are also transferred to **ELOprofessional**. Finally, an interface to the Majesty ERP system developed by it.conex makes sure that outgoing documents are automatically keyworded and stored in **ELOprofessional**. All of this makes **ELOprofessional** a one-stop information platform. Company-relevant data and documents are filed in line with internal compliance guidelines as well as external requirements for data security and privacy.

## Automated invoice processing

The company has also digitized and automated its invoice processing with **ELOprofessional**. A script compares the index values recognized on an invoice with the data in the ERP system and automatically transfers relevant information to the keywording form. The invoice is then filed to ELO automatically and a workflow is started for invoice verification and approval. This reduces processing times significantly.



*"One of the solution's greatest benefits is that we have seen a significant reduction in search times across the board, saving us tons of time - and money."*

Marco Müller, CEO,  
STRUB MEDICAL GmbH & Co. KG

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## Summary and outlook

By rolling out **ELOprofessional**, STRUB MEDICAL GmbH & Co. KG successfully digitized both its quality management process and invoice processing. Together with ELO Business Partner it.conex, the medical technology manufacturer is already planning to expand the ECM solution, on the one hand continuously improving quality management with **ELOprofessional**.

On the other, the company wants to accelerate its incoming invoice process by introducing **ELO DocXtractor**, an intelligent classification module, in the next project step. The project partners are also working on a concept for contract management with ELO, which will manage all company contracts digitally, driving digitization at the center of the medical technology industry forward.