



BBAN conversion at HILTI

HILTI Group selected SWIFT conversion services for SAP customers

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"The high quality of the data in conjunction with excellent price to performance ratio is what convinced us."
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Heinrich Brakmann, HILTI
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The HILTI Group was founded in 1941 in the Principality of Liechtenstein as a family business and has since then developed into a global corporation. HILTI supplies the worldwide construction industry with technology leading products, systems and services. HILTI offers to the construction professional innovative solutions with outstanding added value. HILTI has approximately 21,000 employees worldwide in more than 120 countries

The SEPA migration deadline has been extended to August 2014 and corporates still have a short timeframe to become "SEPA -ready". In addition to the technical implementation of the ISO 20022 standards, special attention is needed for the conversion of the bank master data and national standards in the required BIC & IBAN format.

HILTI trusted the conversion of their master data to SWIFT and was involved in the development of a seamless conversion process between their existing SAP ERP and SWIFT's IBAN Conversion Service.

Reasons for using the SWIFT conversion services

HILTI had the choice between in-house manual conversion, the individual conversion of records per country by local service providers or a holistic approach using SWIFT. The need for automation and a centralised conversion for all countries, as well as a tight project plan, lead HILTI to identify SWIFT.

HILTI, SAP and SWIFT – a strong team

As an SAP user, seamless integration of the conversion process was particularly important for HILTI. SAP developers were brought on board to define a universal file exchange format suitable for all the relevant countries. SWIFT directly supported and worked closely with SAP and HILTI throughout the process.

Based on a file input SWIFT delivered:

- Validation and reparation of input files
- Conversion of data into IBANs
- Provision of relevant codes for failed or suspicious conversion results

The result of this collaboration resulted in a functional extension, added by SAP as part of their out of the box functionality. SAP also provides appropriate documentation on the integration.

Conclusion and lessons learned

SWIFT's reputation in data security and quality standards influenced HILTI in the selection process. This expertise was confirmed during the conversion project as almost 60,000 records were converted for seven countries with a success rate of 99.9995% in just one week.

