

**Case Study  
German Hidden Champion  
in Manufacturing**



## INTRO

# Best prepared for Industry 4.0 and the Internet of Things with the APIIDA API Gateway Manager.

## THE COMPANY

### Decades of tradition meet consistent pursuit of innovation

This German hidden Champion in the field of manufacturing is Europe's leading supplier of doors and gates. Around 6,000 employees develop and produce high-quality gates, doors, frames and operators at 41 manufacturing sites in Europe, North America and Asia. The family-run, globally active company has already delivered more than 20 million doors since its founding in 1935 and most recently achieved annual sales of more than 1 billion euros. The company is active in more than 40 countries with over 100 of its own sales locations is represented by sales partners in over 50 other countries.

## THE CHALLENGES

### Harmonization of the historically grown sales and IT infrastructure

85 years of company history, a constantly evolving global production and sales network, and a dynamic doer mentality resulted in decentralized data storage in different, site-owned IT systems. The result: time delays and severe limitations in the provision of order data for global sales partners. Future proofing, flexibility and scalability are the hallmarks of this hidden champion. These values will also be represented in the company's IT with a new, uniform system. The sales partners will be provided with a convenient, secure and intuitive single point of interaction that leads to a more efficient way of working and increased satisfaction for all parties involved in a single, end-to-end process that takes country-specific requirements into account - from secure authentication to individual compliance rules and financial law peculiarities.

## SOLUTION APPROACH

# Intelligent API Management with the APIIDA API Gateway

Prior to the cooperation with APIIDA, the basis for a uniform IT platform had already been created with a web application specially developed for the needs of the company. This was the first time, it was possible to plan and process offers that were congruent in terms of content and design at all locations. However, it was not possible to still use data from the previous system. In addition, the full potential of the SAP integration could not be exploited.

After a detailed requirements analysis, APIIDA developed an agile, future-oriented IT architecture as well as a smart API Management Process that enables the administration, regulation, securing and monitoring of APIs in a protected environment. An essential component of this is a coherent and stringently implemented API Full Life Cycle Management, which accompanies the APIs from conception to delivery to extension or deactivation.

The API management was embedded in an agile, future-oriented IT architecture: A „Two Speed IT“ approach brought together the existing, incompatible systems. From now on, the presentation of order data as well as authentication and authorization will be mapped in just one lean application tailored to the requirements of the sales partners, integrating the existing legacy systems.

The key modules of the newly created platform are the Broadcom Layer7 API Gateway and the APIIDA API Gateway Manager, and with them the consistent use of REST-based APIs. This approach enables a wide range of functions that make the system convenient, secure and future-proof to use. Central management of the gateways (single pane of glass for any gateways across multiple clusters) includes:

- Lifecycle Management of APIs (extension of the Broadcom Layer7 Gateway to an API Full Lifecycle Management solution)
- Real-time Monitoring and Alerting (continuous monitoring of API Gateway instances and services)
- Policy Management for country-specific requirements
- Harmonization of workflows and dependency logics (API Request dependencies, e.g. country-specific settings and authentication and authorization)

## RESULTS AND BENEFITS

# User-oriented platform with flexibility for scalable further development

The manufacturer and its sales partners benefit noticeably in their daily business from the successful implementation of the holistic API Management solution. The integration of the Broadcom Layer7 API Gateway and the extension with the APIIDA API Gateway Manager enable the desired user-friendly provision of order data via APIs. The decoupling of the significantly more dynamic frontends from the complex, cumbersome backend systems leads to a significant acceleration of the work processes and thus results in a clear improvement in the customer experience of the sales partners.

In addition, the platform provides the basis for further growth with individual scalability. Additional apps can now be developed and introduced much more quickly, as interfaces to all systems already exist. For example, the manufacturer plans to use SAP Fiori, a design concept from SAP, to develop additional user interfaces and make them available to sales partners via the dealer forums. Furthermore, the company's API-first approach means that it is not only well equipped for future cloud initiatives, but also in a position to easily create user interfaces for an optimized application on mobile devices.

**„With the API Management solution from Broadcom and APIIDA, we have created an IT basis that equips us well for the challenges of Industry 4.0 and IoT.“**

CIO

GERMAN HIDDEN CHAMPION IN MANUFACTURING

## CONCLUSION

# A reliable solution for the present and the future

The APIIDA consulting service for API Management and the implementation of the Broadcom Layer7 API Gateway in combination with the intelligent APIIDA API Gateway Manager enable the manufacturer to operate APIs in a future-oriented, secure and efficient manner.

In the digital transformation, the company is a giant step ahead of many competitors and other global players with its uniform IT platform.



**“The API Management solution from Broadcom and APIIDA makes it much easier for the manufacturer’s team to operate and maintain the environment. It also significantly accelerates the provision of new functions for the future.”**

ARMIN STEPHAN  
CHIEF CUSTOMER OFFICER  
APIIDA AG

## PRODUCTS USED

The Broadcom Layer7 API Gateway connects data and applications across any combination of cloud, container or on-premise systems, enabling consistent security and control for APIs. In doing so, the extensible, scalable and powerful software product provides industry-leading orchestration and optimization capabilities.

The APIIDA API Gateway Manager is the leading solution for automated API Operations. It provides intelligent features for fast and reliable API deployment and migration, as well as a comprehensive API monitoring and alerting system.

## ABOUT APIIDA - THE API MANAGEMENT EXPERTS

APIIDA is the market leader in API Management 3.0, combining leading technology with expertise and a deep desire to deliver an outstanding customer experience. Our products and services put APIs front and center and enable customers to rapidly grow new business models and offerings. Our customers shall not be limited by vendor lock-ins or technology decisions that hamper change. Instead, they should rely on open standards and vendor-independent technology, enabling them to embrace change.

APIIDA was founded in 2017 and is headquartered in Darmstadt, Germany. The company serves over 300 organizations globally, across a wide range of industries.



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