

# Success Story

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## Global Car Parts Maker Focuses on Security with CB Dynamics 365 to SharePoint Permissions Replicator



Customer  
**ZF Friedrichshafen AG**

Headquarters  
**Friedrichshafen, Germany**

Activity  
**Car parts production**

Products and Services  
**CB Dynamics CRM - SharePoint Permission Replicator**

ZF Friedrichshafen AG is a global technology company and supplies systems for passenger cars, commercial vehicles and industrial technology, enabling the next generation of mobility with system solutions for integrated safety and automated driving. The company has a long history of technological achievements and innovation that goes back to a great visionary of his time, Ferdinand Graf von Zeppelin, who pioneered the production of rigid airships named after him.

ZF was founded in 1915 in Germany with a clear goal: to build the most precise and reliable gears and transmissions for aircraft, motor cars and boats. And today it is a global multi-sector technology group with 150,000 employees at 230 production locations in 40 countries. In 2018, the company - member of the Global Fortune 500 ranking - earned €36.9 billion in revenue.

Being one of the worldwide leaders in precise car parts manufacturing, ZF Friedrichshafen pays attention to detail in all areas, including software for their business processes. Therefore, we are proud that our solution has been chosen to ensure secure data flow between their business systems.

### The Problem

ZF Friedrichshafen AG addressed Connecting Software with a problem. The company needed to safeguard sensitive information and prevent unauthorised people from accessing it. The automotive producer uses Dynamics 365 as a Customer Relationship Management (CRM) system and combines it with SharePoint for document storage and collaboration. Both systems have options to restrict access to some sensitive data such as contract values, signatures and stamps, prospects, private information etc. However, without any additional software, such permissions (in SharePoint) and privileges (in Dynamics) need to be set manually. The company needed a solution to automatize the synchronisation of privileges with permissions at the server level, across regions and departments in an easy and reliable way.

### The Solution

Connecting Software has accepted the challenge with our ready-to-use product CB Dynamics 365 to SharePoint / Office 365 Permissions Replicator. It is a unique solution of its kind in the market which allows to synchronise all security access rights between Dynamics 365 (CRM) and SharePoint and thus safeguard important information from leaking to those who don't have authorisation for it. Eventually, it prevents from potential financial losses and reputation damage which is crucial for market leaders. After installation the app runs in the background and from this moment it is fully automated. The solution can be deployed on-premises, on a Microsoft Azure virtual machine (or other cloud hosting such as AWS) or, as a cloud service via Connecting Software's SaaS platform.

Major financial institutions such as banks and insurance companies use CB Permissions Replicator to protect their sensitive documents. And the trust of the German automotive corporation proves its reliability once again. Raphael Sick, Project Manager at ZF: "In cooperation with Connecting Software we have received a perfect product to solve the dilemma of two independent permission models of Dynamics and SharePoint. The cooperation was very constructive, which we greatly appreciated."

*"We have received a perfect solution. The cooperation was very constructive, which we greatly appreciated"*  
- Raphael Sick, Project Manager at ZF