

Alfort improves its business processes with IFS



With IFS at its core, Sweden-based Alfort, a supplier of tools, home, house and gardening goods, is continuously expanding its offerings and has increased its ability to predict product and service demands from the market. Now, Alfort is looking forward to further expanding its service, with an upgrade to the latest version of IFS and its wide-ranging set of tools for distribution and finance.

Alfort, with a history dating back to 1906, is a wholesaler of a wide variety of products and is also a supplier of its own brands. In the late 1990s, with the new millennium, approaching, Alfort realized that its ERP solution was unable to handle years written in four digits. After carefully reviewing and assessing a number of ERP solutions, the company chose IFS and has remained a dedicated IFS user ever since.

The company has enhanced its offering over the years. It now develops a number of brands in painting tools, chemicals and a variety of other tools for outdoor and indoor use. The number and variety of products in the catalog call for a comprehensive ERP solution, which it has in IFS. IFS has stood alongside Alfort for twenty years, continuously updating and enhancing all the components in its ERP software, especially in business-critical areas like warehouse management, customer order, price management, finance, reporting, part management and shipment.

All tools in a single client

IFS is now at the heart of Alfort's operations. The system handles all stages of the business, from receiving orders, directing the trucks in warehouses to collect the items, shipping, sending invoices and handling payments. All functions are collected in one system that is accessible through a single client. The web shop is also integrated with IFS, which can always present updated responses related to the availability of items sold in the shop.

About Alfort

Alfort is a wholesaler of tools, home, house and gardening goods but is also a supplier of its own brands, for instance Mäster, Nitor, Konkret and Arena.

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What's more, all this information is available on the sales representatives' laptops when they visit customers, making it easier to prepare offerings and close deals.

IFS is very comprehensive and covers just about all our needs and with the upgrade to the latest version of IFS, Alfort also benefits from IFS Lobby™ in its standard version, says Joakim Keskitalo, IT Manager.

IFS Lobby™ gives users a single, individualized view of all the screens needed for a certain task; where the information is located, how to best access it and how to view the right data at the right moment, from any device at any time. It's like the lobby in a big hotel, an access point from which you can reach any location, saving time and adding efficiency.

“Invaluable support”

“Even though we are hosting the system ourselves, the support from the IFS consultants is invaluable,” adds Keskitalo. “That certainly also goes for the upgrade we have completed with IFS. Every new upgrade brings us a more robust and flexible environment. Now, many of the features we previously had to customize are part of the standard edition. Every change and adaptation to new challenges, in business as well as in the tech department, is supported by the IFS consultants who understand our needs.”

IFS is well integrated in the overall business at the company. “For example when we made the latest upgrade,” says Madeleine Hubertsson, CFO at Alfort, “The process was carried out on time, according to plan. The cooperation with the consultants was very smooth. Our customers weren't affected by any delays in deliveries, for instance. The everyday business was unaffected while the whole system was changed. That was a great relief to us.”

Built-in regulatory compliance

One good example is compliance with all regulations regarding transports of toxic and hazardous goods on roads and water; these complex and frequently changed regulations are now part of the standard IFS solution.

“With each upgrade, we can benefit from many new features in the standard version, which also saves us many additional costs,” Keskitalo adds. “It allows new opportunities for us to create new kinds of files with our own content, within the system, without having to adjust any functionality. It's all just very smooth and convenient.”

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Joakim Keskitalo, IT Manager
at Alfort

Benefits seen using IFS

- Optimized supply chain processes
- Complete, integrated warehouse management, financials, purchasing and order functionality
- Built-in regulatory compliance
- Integrated web shop

Find out more

Further information, e-mail info@ifs.com, contact your local IFS office or visit our web site, ifs.com

