

Galeco takes business to the next level with IFS



Implementing ERP software from IFS has enabled Galeco, one of the leading suppliers of rainwater drainage systems in Poland, to streamline and enhance its business processes. The new, integrated business solution has proved the most beneficial to the manufacturing and planning areas of business.

Legacy software not integrated

Galeco used several standalone management IT tools before transitioning to IFS. These tools supported the company in the area of distribution, manufacturing, human resources, and accounting operations.

“Our legacy software required considerable efforts to integrate the various systems, and since the technologies it was based on were outdated, it also lacked functionality to support some of the critical operations in our company. What we needed was a standards-oriented ERP solution,” says Tomasz Szeliga, CIO in Galeco Sp. z o.o., Head of the IFS Implementation Project.

Industry-specific functionality and competence

The board of management of Galeco Sp. z o.o.’ decided to implement an integrated ERP system in 2009. The first step was to conduct a pre-implementation analysis, which allowed the company to identify the basic functionality requirements the selected business software would need to meet.

In June 2010, during the first stage of selection, the company had evaluated 15 offers from various system providers. On the basis of the surveys sent by these companies, 6 providers were selected and invited to present their solutions in Galeco’s headquarters.

“After the series of presentations, we chose three companies which, when provided with additional information and specific requirements by Galeco, prepared their updated offers. Our final choice to implement IFS was motivated by two key factors—the advanced functionality of the solution, especially in supporting manufacturing planning processes, and by our belief in the experience of IFS’ consultants, which was proven during presentations and meetings.

About Galeco

Galeco Sp. z o.o is one of the leading suppliers of rainwater drainage systems in Poland. The company is a part of the Galeco Rainwater Technology group. Galeco’s manufacturing plant is located in Balice near Kraków. The company has a chain of eight local trade offices in Tarnów, Puławy, Wrocław, Gdynia, Płock, Mikołów, Poznań, and Warszawa. Since 2001 Galeco has continued to expand into foreign markets. The company’s strategic markets are Russia and Ukraine.

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What was also crucial was the possibility that IFS, as a global solution, could additionally support Galeco's future development. Another factor in favor of IFS was the closeness of Galeco's headquarters to the IFS office in Cracow," Szeliga explains.

Painless implementation with no business disruption

The first stage of implementation included the solutions for distribution, manufacturing, and finance; the next stage took in the solutions for enterprise planning, human resource management, CRM, and document management. One of the most important factors which allowed for the agile completion of the first stage of the project was the preparation given to users of the system.

"Starting implementation in September 2010, we had only three months to launch production, and we managed to do it. In the first stage we had about 20 people who were working in our implementation teams and attending special training sessions organized by IFS. In the second one, another 15 people completed this training. Then we could organize the next training sessions internally in our company," Szeliga explains.

The second stage of the implementation project, which included document planning and management solutions, finished in the fall of 2011. The next components which were implemented were IFS Human Resources™ and IFS CRM™.

"We use 55 full licenses for IFS, 12 limited licenses, and 15 CRM system licenses (there are plans to extend the number of the last type). Nowadays, users have the information they require, system operations are more stable, and the number of service calls has decreased significantly," Szeliga says.

What is worth emphasizing is that the implementation of IFS did not require any changes in our company's structure. The only changes regarded our employees' responsibilities in certain areas.

"The system enables us to better organize processes in manufacturing and planning area and ensures easy access to information. IFS has also helped to streamline and enhance our distribution operations."

Tomasz Szeliga,
CIO in Galeco Sp.z o.o.

Benefits seen using IFS

- Process streamlining
- Data centralization
- Real-time access to business management data
- Manufacturing planning is more agile
- Enhanced logistics
- Manufacturing costs are better controlled
- Agile document flow and processing processes
- Streamlined quality management process





Software

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Integrated, streamlined business processes

The main objective of implementing an ERP solution from IFS—business process integration and streamlining—has been achieved. With an integrated IT environment that fully supports all major areas of operation, communication has been improved on all levels of management and control. Access to business management information is enabled in real time, document flows and processing are more agile, and performance related to quality management has also improved.

Implementing IFS has proved the most beneficial to the manufacturing and planning areas of the business. With the introduction of parameterization and certain modifications, manufacturing planning options have developed significantly. The CRM system that is specifically adapted to the character of the business operations is also proving effective.

“The departments that benefited the most with the implementation of IFS are manufacturing and planning, in which the system enables us to better organize processes and ensures easy access to information. IFS has also helped to streamline and enhance our distribution operations,” Tomasz Szeliga concludes.

Find out more

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

