

# GomSpace reaches for the stars with IFS



GomSpace is growing at rocket speed. The Danish satellite manufacturer is aiming for a significant share of a billion-dollar market and will soon begin mass production of nanosatellites. The foundation under the ambitious growth plan is a standard IFS business system based on deep industry knowledge.

## Diverse markets, specialist expertise

All of GomSpace's numbers are impressive. Since 2013, the Danish company has achieved astronomical growth rates, with revenue up by almost 900 percent. Headcount has climbed from a few handfuls to 176 employees. And the firm now has customers in more than 55 countries.

At the heart of this galactic growth is the company's groundbreaking nanosatellites, which are smaller, cheaper and significantly more flexible than other solutions on the market. Customers use them for everything from surveillance and navigation to military and commercial purposes, and the demand curve is vertical. That's why it's time for the company to make a significant change of gear: its specialist, relatively low-volume production must now ramp up to mass production. At the same time, GomSpace plans to continue its annual growth rate of about 70 percent and double its current headcount by 2021.

## Better overview and management

"Already this year, we're producing a significantly higher number of satellites," says CFO Troels Nørmølle, who is in charge of the IFS project. "Because our highly ambitious plan requires a solid IT foundation, we chose to implement a complete business system from IFS in 2017. This system has brought us to a whole new level.

We now have a much better overview of the business, and we can plan and manage our resources, materials and costs in a far better way than previously."

Despite being a niche player in a niche industry, GomSpace chose a 100 percent standard version of IFS in close collaboration with Herbert Nathan & Co., who were advisors during the research and selection phase. GomSpace looked at five different systems, including SAP and Microsoft, and close to 10 implementation partners.

## About GomSpace

GomSpace is a globally leading manufacturer and supplier of nanosatellite solutions for customers in the academic, government and commercial markets. Established in 2007, GomSpace has more than 10 years of experience, and its core technical team has been working on the concept since 2017.

Their positions of strength include systems integration, nanosatellite subsystems and advanced miniaturised radio technology.

GomSpace's international team is devoted to understanding their customer's requirements and deliver flawlessly. The company is listed in Stockholm (GOMX), headquartered in Denmark and has offices in Sweden, Luxembourg, the US and Singapore.

[www.gomspace.com](http://www.gomspace.com)

**GOMSPACE**

## Industry knowledge means everything

“It was crucial for us to find a vendor with deep industry knowledge,” explains Nørmølle. “We wanted evidence that they could deliver a system without adaptations.

So, from the very beginning, we went for an industry solution that fit us and got us up and running quickly and safely. IFS presented a very strong case. Now that the system is in operation, we can see that all promises have been kept.”

“We have a standard solution that we feel has been tailored to our company. The technology supports project production, which is the core of our business. IFS provides us with an overview of all planned and ongoing projects and expenses and lets us plan our resources and order execution within the system, so we always have the right staffing. This gives us a completely different level of control than previously, while we still maintain the flexibility of a small business.”

## IFS Lobby™ supports new workflows

Overview, agility, and security in all activities are key words in the ambitious growth phase that GomSpace is now entering. So far, company engineers have designed, calculated and built all satellites, and have purchased all components individually. Now the production flow must be streamlined to reduce the cost price of the nanosatellites.

“This requires all new workflows and a much more structured approach than we are used to, things that IFS also supports. The system is a key tool for virtually all of our employees, so ease of use was also a decisive factor in the selection process. We are particularly pleased with IFS Lobby, which gives employees quick access to the features that are relevant to their functions and tasks. For example, a single keystroke is all it takes for production employees to record time usage or for planners to view available resources. This makes the system very operational and easy to use.”

## From 0 to 100 in record time

GomSpace went from several independent and unintegrated systems to a fully operational business system extremely quickly, all while the company was growing by 130 percent. Initial discussions took place during the spring of 2017, and the system was fully implemented before Christmas of the same year.

“We have nothing but praise for IFS and their implementation partner, Curit,” concludes Nørmølle. “Unlike other vendors, IFS worked closely with Curit during implementation. We experienced that as a very clear advantage. Curit is a close partner that stayed on top of things throughout the process. At the same time, we could draw on IFS’s deep industry know-how. Both vendors worked incredibly well together. I’d describe our cooperation as trust-based rather than requirement-based, something that definitely also contributed to the smooth process.”

## Benefits seen using IFS

- Future-proof standard industry solution
- Better overview and control of all planned and ongoing projects and expenses
- Great usability with IFS Lobby
- Improved efficiency and productivity

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Troels Nørmølle, CFO GomSpace

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## Find out more

Further information, e-mail [info@ifs.com](mailto:info@ifs.com), contact your local IFS office or visit our web site, [ifs.com](http://ifs.com)

