

IFS Partner Case Study

# IFS Supports HYDRO LEDUC's Growth



HYDRO LEDUC designs, manufactures, and distributes high-pressure hydraulic components for a wide range of sectors, including industrial vehicles, construction, aerospace, oil & gas, marine engines, and agricultural machinery.

The family-owned company needed a reliable ERP solution to support its development plans and enhance its responsiveness. IFS was identified as the best option and was adopted in the fall of 2022. Since then, HYDRO LEDUC has been able to continue its growth and confidently expand its network of international subsidiaries.

## A new ERP solution for growing needs

Acquired by the Porel family in 1991, HYDRO LEDUC has continued to grow. However, its development was hindered by an aging ERP system that lagged behind the company's ambitions. It became necessary to change to a modern solution, with broad functionality to cover all areas, from finances to stocks, as well as sales and production management. François Comoy, IT manager at HYDRO LEDUC, emphasizes, "The previous solution could no longer support our strategy. We urgently needed a new tool that matched our ambition, providing new features and a significant opportunity to improve our processes."

Day-to-day, the company processes a lot of data, as Jérémy Derome, Secretary-General, points out: "On an average day, it's 10,000 stock transactions and more than 600 accounting entries in a day. With over 7,000 stock references." It was crucial to HYDRO LEDUC to have an ERP solution that offered instantaneous and reliable data to make informed decisions and continue growth under optimal conditions. Philippe Porel, CEO of HYDRO LEDUC, adds, "It became necessary for us to have real-time information on everything happening in the company to allow us to manage it much more finely and with increased responsiveness."

## About HYDRO LEDUC

Based in Azerailles and founded in 1938, HYDRO LEDUC is a company specializing in the design and manufacture of high-pressure hydraulic components. It provides piston pumps, hydraulic motors, hydropneumatic accumulators, and other custom hydraulic components for a wide range of clients. The company currently records a consolidated turnover of 66 million euros, with 72% in exports. To ensure proximity and responsiveness to its customers, the company has four commercial subsidiaries in Germany, the USA, the Netherlands, and China. It is present in more than twenty countries worldwide through its network of partners.

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



To guide its selection process, HYDRO LEDUC wanted to engage with an editor/integrator duo to be "effectively supported" throughout the project lifecycle.

## IFS ERP: the ideal answer to HYDRO LEDUC's needs

Among the different candidates to replace the old ERP system, the IFS solution integrated by the company K4-U quickly emerged as the best option. Firstly, it offered the best functional coverage as standard. IFS provided the widest and most suitable range of features for HYDRO LEDUC, from PDM to reporting, including tracking manufacturing orders and costs, as well as traceability and quality.

Another valuable feature of IFS compared to other candidates was the richness of its customization possibilities without the need for specific developments. Thus, by choosing IFS, they could adopt a solution flexible enough to meet its needs at all levels.

Finally, the IFS solution's dashboard system (IFS Business Reporter) updates automatically every night, proving itself an exceptionally easy-to-use solution. This simplicity naturally allowed for increased efficiency. "Having worked in other companies with other well-known software, I find that the IFS solution is more user-friendly than those I used previously," declares Jérémy Derome.

## Results matching the aspirations

Following the adoption of IFS by HYDRO LEDUC, benefits were quickly felt. Firstly, the company experienced an increase in precision, as indicated by Magali Octave, logistics manager: "The system imposes steps on us that we didn't have to do before. Thanks to this requirement, for example, we are able to trace all the steps of a manufacturing order from a serial number."

Nine months after implementation, the company experienced an increase in the skills of its employees, which can be attributed to the completely cross-functional nature of the IFS solution. Furthermore, cooperation among different collaborators intensified. Magali Octave continues, "We work in a company not beside each other, but with each other. We need shared references. My team understands better what is expected of them and has much less choice but to apply common rules."

## Benefits related to the use of IFS

- Increased responsiveness through real-time information and reliable data
- Improved precision and traceability on components
- More detailed performance analysis with daily dashboards
- Stronger cohesion within the company
- Scalable and adapted solution to support growth

The IFS solution has made managing HYDRO LEDUC much easier, teams can now examine various data sets with more focus and act accordingly. This perfectly aligns with the company's ambitions. J r my Derome explains, "The IFS solution allows us to have a more detailed analysis of our performance; it's a completely integrated tool."

Finally, the support from the integrator K-4U proves successful. Fran ois Comoy is pleased to have established a "real partnership relationship woven throughout the integration project and still continuing today through the TPMA (Third Party Application Maintenance) contract."

## A formidable ally for the future

The successful partnership between IFS and K-4U means HYDRO LEDUC can now forecast with confidence and have more ambitious future goals. While its current turnover is 66 million euros, the company aims to reach 100 million by 2025 and will rely on IFS Cloud to support this growth.

Looking forward, HYDRO LEDUC plan to have all its international subsidiaries running IFS too. Philippe Porel states, "This networking is our next short-term challenge. Tomorrow we will have a real interconnected solution across all companies in the group. It's a real plus, it's really the next strategic point."

HYDRO LEDUC, driven by the efficiency, simplicity, and unparalleled precision of IFS, is ready to explore new horizons in the coming years.

## About K4-U

A subsidiary of the Kardol Group, K4-U is one of the leading integrators of the IFS Cloud solution in France. Specializing in industry, and more specifically manufacturing, engineering, construction, project management and service management as well as maintenance, it supports its customers throughout their IT projects, drawing on the group's complementary expertise if required, such as process improvement, hosting, BI, change management, etc.

[www.kardol.fr](http://www.kardol.fr)



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