

Nowy Styl invests for international growth upgrading to IFS Cloud with IFS Success



To maintain a standardized business platform that can deliver operational efficiencies and support further business acquisitions and growth, Nowy Styl is in the process of upgrading to IFS Cloud in 2023, with an IFS Success services engagement agreement to achieve value.

An IFS user since 1999, office and public space commercial furnishings manufacturer Nowy Styl has relied on IFS to operate 24 group entities. 2,300 IFS user licenses are currently in daily use across Poland, France, Switzerland, Germany, the Netherlands, UK, Ukraine, Slovakia, and Hungary.

Acquisitive expansion

Actively expanding through acquisition, the group has a strategic IT focus to standardize and integrate all acquired subsidiary operations enterprise-wide. Explains Mariusz Sobociński, IT & Business Analyst Director for Nowy Styl Group, “The real business value IFS provides is as uniform business platform. It means we can operate in every country with an integrated supply chain. Standardization means that we can support any entity – the processes we use are all common. Individual market approaches may differ, but the way we work is relatively uniform.” The group’s IFS solution is used across finance, distribution, manufacturing, and supply chain, and also supports customer service, reporting and operational activities.”

Effortless onboarding

The onboarding process for new acquisitions is now so routine that the company does not even see them as an IT project. “Now our key focus when onboarding any new organization is around people and change management,” says Mr Sobociński. “With IFS, IT integration is easy. It never presents us with constraints or concerns. It also doesn’t matter what legacy ERP system we are replacing. Everything is already in our IFS system – we have all our business operations as a template. Our process leaders

About Nowy Styl

Founded in 1992, Nowy Styl is a leading manufacturer of office furniture in Europe, supplying high quality structures and seating for commercial premises and public spaces such as hospitals, cinemas auditoria and stadia.

With 24 entities operating in 18 countries serving B2B and B2E markets, the group has showrooms in 32 cities plus a network of 2000 resellers Employing 5000 staff, group revenue in 2020 was EUR 386 million.

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NowyStyl

explain and show the way we work and oversee the implementation and training, only calling on IT support for technical work, for example data migration.”

IFS Cloud upgrade

Three factors are driving the company’s move to upgrade to IFS Cloud. Explains Mr Sobociński, “First, we have a desire to exploit the exciting new functionality available, including tools for advanced automation and the latest AI-driven capabilities. With IFS Cloud, we can add new capabilities incrementally. Second, our current IFS version is approaching end-of-life. And third, we want to establish always up-to-date evergreen operation for our software,” he says.

The company sees the IFS Cloud roadmap as especially attractive. “The future capabilities are very tempting,” observes Mr Sobociński. “I would say that, wherever we can, we are prepared to adopt an ‘IFS Cloud First’ strategy across our Group. We’re particularly looking forward to co-operating with IFS on R&D to provide feedback and perhaps to shape some of the forthcoming features,” he adds.

With 24 entities to upgrade, the company will implement clusters of entities in phases, to ensure business continuity and minimize risk.

More efficiency benefits

As implementation roll outs of IFS Cloud are completed, Nowy Styl’s initial focus will be on driving efficiencies across its manufacturing scheduling work. The solution will also help with supporting the automation of its manufacturing execution system (MES) to help transfer information quickly to the shop floor. The company is assessing IFS Cloud’s CRM capability with a view to adoption in due course.

As a manufacturer, Nowy Styl amasses much valuable data, and IFS Cloud will support the company’s digitalization efforts with embedded capabilities to manage Business information (BI) Big Data, Artificial Intelligence (AI) and machine learning. In warehouse operations and production environments IFS also supports advanced mobility solutions and the ability to leverage technologies like track and trace.

Success services and implementation

The decision to engage with IFS Success services from March 2022 reflects the company’s new ‘IFS First’ strategy. Explains Mr Sobociński, “Closer and regular co-operation with IFS will be central to our ability to maximize business value with IFS Cloud. Our IFS Success services agreement provides us with immediate and flexible access to high-level technical expertise and analysis on a daily basis. Crucially, it also ensures IFS consultants really understand our business challenges in depth to help us achieve what we want with the solution. I would certainly recommend IFS Success services engagement for any major transformation project.”

Benefits seen using IFS

- Multi-site, multi-country visibility within a single ERP system
- Standardized business processes implemented group-wide
- Optimized production planning and preparation
- Ability to onboard new subsidiaries to IFS quickly and easily
- Access to innovation and incremental digitalization
- Improved customer experience
- Future evergreen software instance with IFS Cloud



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Mariusz Sobociński, IT & Business Analyst Director,
Nowy Styl Group

Moment of Service™

Mr Sobociński sees improvements in customer service will be one of the key benefits of the move to IFS Cloud. “We will be able to improve packaging, accelerate our delivery schedules, and streamline assembly of products at their final locations. The powerful Scheduling Manufacturing capabilities in IFS Cloud will have a major impact on helping our factories become more agile in the way they operate, ensuring the resources and materials are available to produce goods on-time,” he says.



Find out more

For further information,
contact your local IFS office
or visit our web site, [ifs.com](https://www.ifs.com)

