

# Streamlining Manufacturing Lead Times with IFS



Valmont Industries is a \$2.7 billion company that specializes in designing and manufacturing highly engineered products that support global infrastructure development and agricultural productivity. With over 80 manufacturing facilities, more than 10,000 employees and corporate, production, distribution and sales sites around the world, Valmont has customers in roughly 100 countries and is organized into four segments, all with a global footprint; Engineered Support Structures, Utility Support Structures, Coatings and Irrigation. One of the biggest challenges faced by companies in this industry, characterized by long and complex production and supply chains, is reducing the lead times of products to the customer.

Valmont has been using IFS since 2003. Prior to implementation, the company's legacy technology required considerable ongoing support. Implementing IFS has freed Valmont's IT Application development team to support the business with new initiatives rather than spending its time maintaining systems. The company uses a wide array of IFS modules that cover manufacturing, supply chain, accounting, human resources and document management. The legacy system updated once per day, but IFS users across the business benefit from instant updates. The ability to share information in real time across the business delivers complete visibility, enabling Valmont to respond to customer requests instantly. "Having better visibility of data today allows us to make better decisions in the running of our businesses," says Doug Hansen, Director of IT Application Development, Valmont.

Two features, in particular, we believe to be visibility enablers: IFS Manufacturing Visualizer and IFS Lobby. "Being able to see information out on the shop floor or in a lunch room just by glancing at a TV screen is very exciting," says Doug Hansen, adding: "I think when we started the project it's not something that we even thought would ever come to be and now it's here, and that's really exciting."

## About Valmont

Valmont is a global leader, designing and manufacturing highly engineered products that support global infrastructure development and agricultural productivity. Its products for infrastructure serve highway, transportation, wireless communication, electric transmission and industrial construction and energy markets. Its irrigation equipment for large-scale agriculture improves farm productivity while conserving fresh water resources. In addition, Valmont provides coatings services that protect against corrosion and improve the service lives of steel and other metal products.

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



IFS Manufacturing Visualizer supports planners and management in their operational work. An out-of-the-box configurable solution, it provides up-to-date information about production status. It issues alerts to initiate necessary actions to support production processes and has auto-refresh functionality for online production monitoring. While IFS Lobby centralizes data from multiple screens, queries and data sources, in a single view, enhance usability by providing at-a-glance real-time visibility into the business. IFS Lobby users are able to drill-down to specific functional screens and data right from the lobby, increasing visibility of key metrics required to avoid surprises and to better plan day-to-day activities.

“When we started our ERP journey 17 years ago, I would never have dreamed we would be where we are today with things like IFS Lobby or custom screens, which are game changers in today’s business. IFS is the foundation of our business because it enables continuous improvement,” says Doug Hansen.

## The Benefits of True Partnership

For Valmont, the value of implementing IFS extends far beyond the functionality of the system. Valmont is a global operation with multiple divisions all using multiple systems, all of which need to be fully integrated with one another. When Valmont went to market for an ERP solution it needed more than a software solution, it needed a true partner on the implementation journey, and also one that provides ongoing support as the business and software evolved.

“The support we get from IFS for our implementations provides assistance that helps us to do a better job,” says Doug Hansen, adding: “We’ve got a good relationship. I would call it, really, a true partnership. The collaboration is a positive for both companies as we continue to grow and try to do a better job.”

## Looking ahead

Having complete visibility of manufacturing processes and supply chains has revolutionized how Valmont operates. The natural extension of this enhanced visibility is to provide it to employees regardless of their location. Enabling a full range of mobility services then is the natural next step for Valmont. “The ability to be mobile and still have that information is so exciting and we don’t know where it will end, but that’s just a huge step to making us more efficient in everything we do. We’re so excited about what IFS has today and what they bring to us in the future is something for us to be excited about,” says Doug Hansen.

### Benefits:

- Provides instant business updates
- Enables better decision making
- Issues actionable alerts for specified events
- Closer relationship with R&D
- IFS is a true partner

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“Customer satisfaction is very important to Valmont and IFS helps to provide us with information that allows us to try to improve that customer satisfaction daily.”

Doug Hansen, Director of IT  
Application Development, Valmont

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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)

