



100%
proof

1000%
proof

ONLY SIMPLICITY CAN UNLOCK YOUR POTENTIAL IN A COMPLEX BUSINESS ENVIRONMENT

Since opening our doors back in 1983 we have held firm that functionality and rich solutions become altogether more effective when they embrace the spirit of simplicity. Not just because it is easier to use, although that is of course of paramount importance, but because it also makes it much easier to implement, upgrade and incorporate new technology as it arrives.

Rather than hear what we have to say on the subject of simplicity we thought you would be more interested to read what it has meant to some fellow players in the utility business.



The **THREE GORGES HYDROPOWER PLANT (TGHP)** is the world's largest hydropower plant. It includes two power houses, 32 power generators, and the spillway for the Three Gorges Dam, and the control center. When fully operational it will have a total installed capacity of 22,400 MW and an annual output of nearly 96.8 billion kWh.

CONSERVATION BEGINS WITH PEOPLE

One of the fundamental objectives for this project was to find a solution that could maintain the plants assets with fewer people. Using the sister hydro plant, GeZhouBa, as a model the management concluded that if they mirrored similar working practices they would require over 5000 staff. The goal was to run the Three Gorge plant with fewer than 400. Quite a challenge.

IFS was one of five vendors evaluated in the search for the software that could manage the plants assets in the most efficient manner. IFS prevailed.

Mr. Cheng the senior engineer of China Yangtze Power Co. Ltd explains. “An advanced ERP platform was necessary for us to manage the vast amounts of equipment and tons of documentation with as few employees as possible. The rich functionality provided by IFS made them the only ERP vendor that could satisfy our rigorous requirements. The open framework, object orientated technology, and efficient developing tools with IFS Applications were the major reason for selecting IFS.”

EASIER TO ACHIEVE MORE WITH LESS

It took IFS and TGHP just 18 months to design and build their solution. Currently more than 200 employees are using the solution. When the plant is completed, it will manage a total of installed capacity of 22,400 MW with only 370 employees—a far cry from the anticipated 5,000.



ELECTRICITY GENERATING AUTHORITY OF THAILAND (EGAT) is the biggest electricity supplier in Thailand generating electricity and transmitting it to two distribution authorities, which then deliver supply to the end users across the country.

ON TIME AND ON BUDGET

EGAT selected IFS from a short list of ERP vendors because IFS provided the best match for its needs. With component-based architecture and local support capacity, IFS offered a web based solution that enabled step by step implementation. This ensured greater control and minimum disruption of operations. Also IFS came with strong references as an ERP vendor to the energy & utilities sector. Mr. Sutat Patamasiriwat, Director, Business Project for Power Plant Operation & Routine Maintenance said, “IFS displayed a deep understanding of industry, business processes and requirements.”

EASIER TO IMPLEMENT

The implementation team completed the implementation on time and within budget. IFS placed a strong focus on staff training and knowledge transfer during implementation so now EGAT's own key users provide internal first-level support. Mr. Sutat adds, “Policy changes by EGAT during implementation added to scope of work, but IFS provided strong support to stay on course and within the framework of our budget. This dedication to resolving issues and to meeting our needs permeates IFS' entire approach. We are highly satisfied with IFS Applications, which has fully met all our business requirements. The investment is worthwhile considering the huge benefits we have gained. Integration capability is one of the greatest advantages, apart from its latest features and functionalities offered together with the web-based technology,” said Mr.Sutat.



POLUDNIOWY KONCERN ENERGETYCZNY (PKE) is the biggest electricity supplier in Poland, with 17 percent of the domestic electricity market and 16 percent of the local thermal power market. PKE has 6,800 employees.

A MODEL PERFORMANCE

Following the implementation of IFS Financials™ throughout the entire company, Poludniowy Koncern Energetyczny's board of directors decided to unify and integrate the remaining management support solutions used throughout PKE. The systems chosen were IFS Distribution™, IFS Maintenance™, IFS Fuels™, IFS Document Management™ and IFS Personal Portal™. The software was implemented sequentially.

EASIER TO GROW

As chief IT development specialist, Piotr Tudzierz explains, "We initially installed the 2003 version of IFS Distribution, IFS Maintenance and IFS Fuels in the Katowice Combined Heat & Power generating plant. We chose one of our smaller entities for this exercise, because we wanted to conduct a model implementation to get to know the problems that might occur. For us, this was a bit like an exercise on a military firing range, and the experience gained was of great assistance during the work on the second stage, i.e. in the simultaneous implementation of these three modules in the other smaller power stations. The third stage involved an upgrade of IFS Financials in all PKE power stations and an upgrade of IFS Distribution, Maintenance and Fuels in all PKE entities already using those applications. The fourth and final stage involving the implementation of IFS Maintenance, Distribution and Fuels was successfully concluded.



HAFSLUND ASA is the Norway's largest power distributor, and has more than 2,000 employees, total assets in excess of \$3 billion US and annual revenue in the region of \$1 billion US.



FOR GREATER AGILITY YOU NEED TO BE WELL COORDINATED

Like many companies of its size and background Hafslund has been involved in mergers, acquisition and organizational changes. This resulted in an array of different systems and work processes that required far too many resources to be efficient in meeting the challenges of a modern enterprise. Dag Akselsen, responsible for ERP applications explains, “It was time to put our house in order. The patchwork of systems we ran was untenable in the long term.”

EASIER TO BECOME MORE AGILE

After making a shortlist of global suppliers Hafslund selected IFS. According to Morten Lie, CIO, “IFS had the best functionality and could offer the added benefit of having a local presence. IFS also had excellent references and a great deal of experience in supplying solutions to utilities.”

With implementation completed in less than five months Hafslund has dramatically increased their efficiency.

Dag Aksetsen and Morten Lie agreed about a further benefit, “IFS Applications is an excellent business to business tool solution. It allows electronic procurement and invoicing and enables our various companies to collaborate seamlessly. Documentation in one company can easily be accessed by authorized users in another without a piece of paper changing hands. All of our subsidiaries now present a generic interface to external parties.”



NATIONAL HYDROELECTRIC POWER COMPANY LTD (NHPC) is one of India's major power generation companies, with over 13,000 employees.

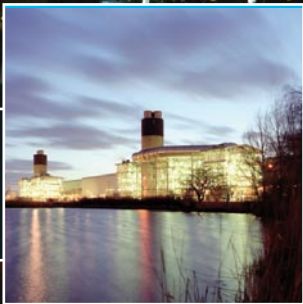
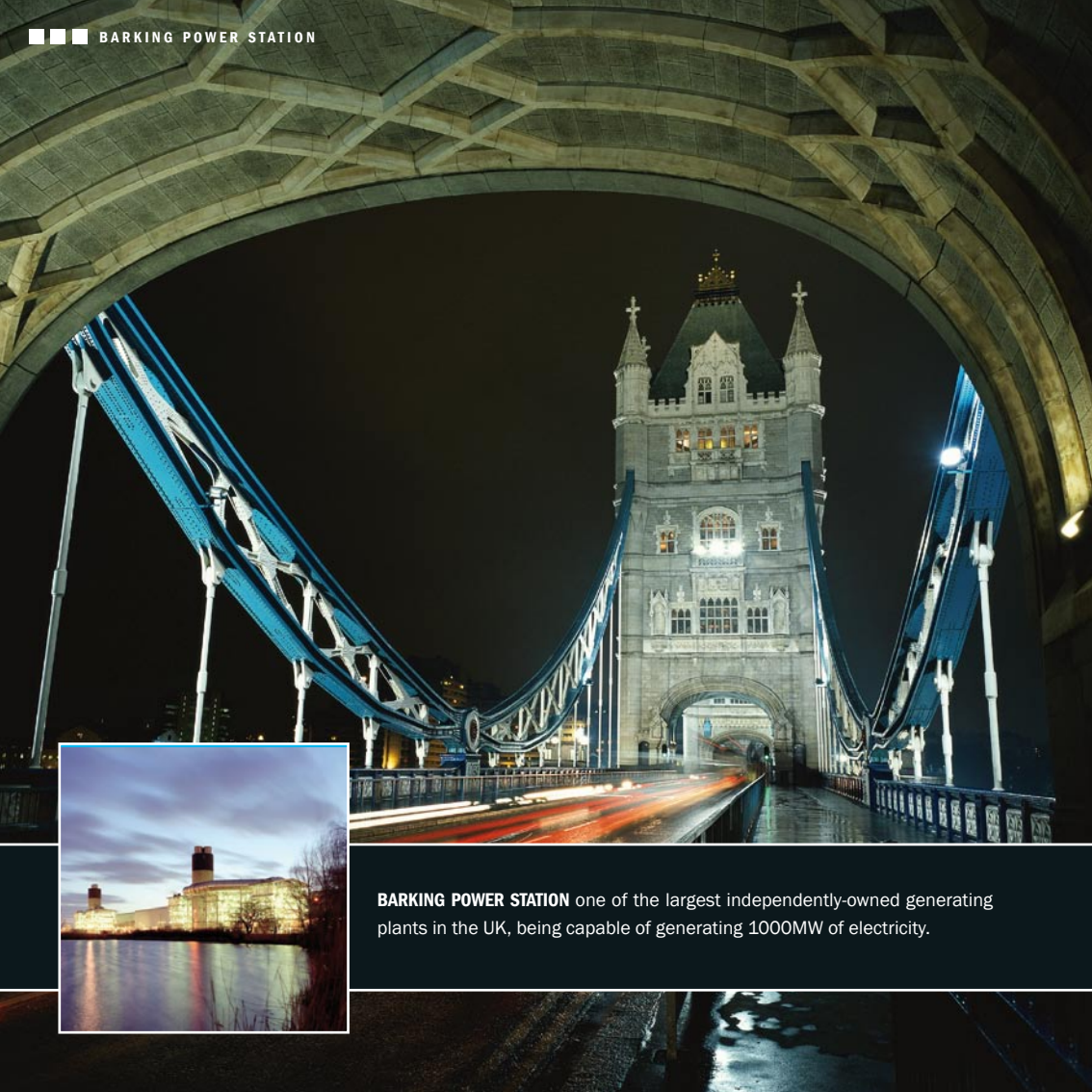
A SINGLE MINDED APPROACH WINS THE DAY

It all started in December 2005, when NHPC appointed Ernst & Young as the consultant for ERP implementation. Thereafter, the project code which is “Project Kiran” was formally launched in January 2006.

NHPC went for quality as well as a cost based bidding process while selecting the ERP application. Apart from IFS, the other companies that took part in the bidding process were Satyam Computer Services Limited, Siemens, and Tata Consultancy Services. While others had offered SAP, IFS had bid directly as an OEM vendor for its world class solutions for the energy sector—IFS Applications.

EASIER TO CENTRALIZE YOUR BUSINESS

The complete ERP system would be used by more than 10,000 users, with the development of a customised data center, which will form the backbone of the ERP system. The solution will enable timely and strategic decision making accessible from all the project locations of NHPC. As S.R. Roy, Executive Director (IT and Communications), NHPC says “Through the ERP implementation project, NHPC will create a single database covering all critical business processes and endeavour to adopt best business practices.”



BARKING POWER STATION one of the largest independently-owned generating plants in the UK, being capable of generating 1000MW of electricity.

LIFE IS HARD WHEN YOU HAVEN'T THE RIGHT SOFTWARE

Barking Power Station was commissioned in 1995 and managed its business processes with maintenance management and financials software packages. Early 2000, the systems began to show signs of obsolescence. Tony O'Reilly the station manager, explains, "In particular, the financials functionality was becoming increasingly unstable; in fact we were not sure it would take us through to the year-end. Our maintenance management system was satisfactory, but separating it from the financials software involved too much risk."

A firm of consultants mapped the station's business processes and compiled a shortlist of vendors. IFS were selected because it offered a single, seamless solution that integrated asset management with financials. Despite the severe time constraints, everything was up and running ahead of time and within budget. The potential of the system is enormous. It gives us the flexibility we need and which we didn't previously possess", says Tony O'Reilly.

EASIER TO GET ON WITH

The benefit of dealing with a counterpart that listens and gets involved should not be underestimated. The relationship between vendor and customer is critical in ensuring a projects success.



Barsebäck is one of Sweden's longest serving nuclear power stations and has a capability to produce 2.45 TWh during a normal year.

PROTECTING YOUR INVESTMENT VIA PRODUCTIVE INTEGRATION

During the spring of 2001, the IT architecture at Barsebäck, and her sister plant at Ringhals, was subject of a major investigation. As the two plants were using different software it was decided that the most cost effective way forward was to implement an integration program with IFS responsible. Stefan Ernstsson, IT coordinator at Barsebäck said “As we had invested so much in our existing system changing would have been unprofitable. The data conversion would have been very expensive. Fortunately integration was much easier than we had expected. It took just a couple of months to implement thanks to the fact that both IFS Applications and SAP R/3 are well suited to integration.” Three years after the project integration between the plants is excellent with over 600,000 messages being transmitted between systems.

EASIER TO IMPLEMENT INTEGRATION

Despite the amount of traffic in the system, annual maintenance costs for the integration have been low, and compared with a complete change of system, the investments has already paid for itself.

IFS is a leading application vendor to the energy and utilities industry, and has more than 150 customers involved in power generation, transmission & distribution and water & sewage. Customers include the world's largest hydropower plant, Three Gorges (P. R. China), nuclear power plants OKG (Sweden), PBMR (South Africa) and Qinshan (P. R. China), grid operators such as Svenska Kraftnät (Sweden), Statnett (Norway) and TenneT (The Netherlands) as well as distributors such as Vattenfall (Sweden), Fortum (Sweden), and Hafslund Energi (Norway). Reliable and safe asset management and workforce management are critical processes in the energy and utility industry, to which IFS has provided solutions for more than 20 years.

IFS APPLICATIONS —SUCCESS DRIVEN BY ITS USERS



IFS wins 'Company of the Year' in UK IT awards

IFS Applications wins CER award for ERP System of the Year 2007
in the Service Industry category

IFS wins IT Marketing Award in Benelux

NA customer GED wins the Progressive Manufacturer award with help from IFS

IFS wins national SOA award in Germany

IFS wins Best IT vendor for Manufacturing Industry in Poland

IFS wins "Golden Laurel" for best ERP implementations in Poland

IFS wins White Tiger Laurels in Poland

IFS Defence gains 2007 Global Frost & Sullivan Award for
Market Penetration Leadership

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