



## GRENLAND GROUP SHARPENS COMPETITIVE EDGE WITH IFS

**Basing a company's processes on a common ERP solution provides not just a solid foundation for future growth; it was a direct necessity, according to Norwegian-based Grenland Group. Apart from the competitive advantages that come with increased control, there are operational benefits such as a fifty percent reduction in time spent on reporting and a decrease in administration.**

"In general terms, the most important thing we have achieved by implementing IFS Applications is that we can safely say to our customers that we are in complete control of the entire process." These are the words of Finn Rasmussen, Vice President Business Systems at Grenland Group, and he should know. He has been involved from the beginning, when the ERP solution was first procured up until today when the Grenland Group is reaping the benefits of its investment.

### GROWTH AND STOCK EXCHANGE LISTING

In 2004, Grenland Group faced a major challenge. An aggressive growth plan and listing on the stock exchange in the offing, which would see the consolidation of several operations, placed enormous demands on the group's future IT support. "The changes demanded entirely new levels of swift, reliable reporting of corporate information," said Rasmussen. "With these came the realization that we required a common set of ERP software if we were to succeed in getting a better overview of the company".

After an evaluation that took in 12 different ERP vendors Grenland Group decided to opt for IFS Applications just before the end of 2005. The decisive factors were IFS' competence and experience in the industry and the fact that IFS has successfully delivered solutions to several companies that were similar to Grenland Group.

### CONCRETE GOALS FOR IT SUPPORT

Grenland Group opted for the standard solutions in IFS Applications—and expectations in respect of the new ERP software were high. The company's goals were extremely concrete: the new business software from IFS should lead to savings by simplifying administration, and the enhanced control would make Grenland Group better equipped to compete for bigger contracts.

### ABOUT GRENLAND GROUP

Grenland Group is a full-service engineering, procurement and construction company targeting the global oil & gas and process industries. Situated at 10 different locations in Norway, as well as in Shanghai, China, it has about 1,100 employees and reported revenue of Nkr 1.5 billion in 2009.

**"Using IFS Applications really gives us a competitive edge; partly because it means that our most critical processes are run in a common solution and partly because the ERP software in itself offers a great degree of agility."**

Finn Rasmussen, Vice President  
Business Systems at Grenland Group



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### THREE-PHASE ROCKET

IFS Applications was implemented in three separate phases, all of which have now been rolled out into the organization: IFS Applications' components for project management, time & attendance, purchasing, material management, human resource management, and manufacturing.

"IFS Applications now supports Grenland Group's two main business areas: engineering and manufacturing," says Rasmussen. "Our operational situation is very good, with very little downtime. Our users were somewhat skeptical to begin with, but today they can see that everything has changed for the better."

### UNIFORM PROJECT MANAGEMENT

By standardizing and streamlining the company's processes, Grenland Group has ensured that the data used as a foundation for making business-critical decisions is always reliable. The ERP software from IFS has also resulted in smoother administration processes.

Rasmussen again, "There's no doubt that we are working more efficiently, with increased control and considerable time-saving. For example, the time required for reporting has been halved, time that we are using to do other important tasks."

### PROJECT MANAGEMENT—A COMPETITIVE ADVANTAGE

The various activities that Grenland Group is involved in are run in project form, and all projects are now run via IFS Applications.

"We are seeing benefits in financial management in particular. We can retrieve information about our financial trends at corporate level, or even at individual level, such as liquidity related to a specific project," says Rasmussen.

Rasmussen believes that Grenland Group is completely dependent on having an extensive suite of ERP software like IFS Applications if it is to win major customer contracts at all.

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### FULL UTILIZATION

Grenland Group has put a turbulent year behind it, which included a financial crisis and changes in the ownership structure. Now, however, it's 'full steam ahead', with Grenland Group looking to develop profitability even further with handheld devices for time & attendance reporting and material management.

"We achieved our goals. Now the entire Grenland Group is using one and the same system. IFS Applications is supporting us on our journey as a company. And thanks to the agility of the solution, we get rapid access to the functionality we require as the company changes," Rasmussen concludes.

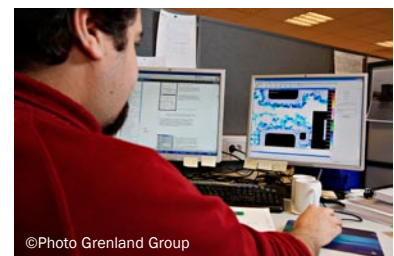
### BENEFITS

- Better overview of details and macro-level provides competitive advantages
- Time used for reporting halved
- Enhanced resource management and optimization
- Uniform, reliable data for better decision
- Agile ERP software that facilitates future change processes



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