



A FAST GO-LIVE AT AWETA WITH IFS EXPEDITE

In 2005 it was already clear that Aweta in Nootdorp needed a new business information system. The existing system was becoming obsolete and was not fully integrated. Due to a full order portfolio, Aweta had to wait until 2007, before it had the time to look for a replacement. After an extensive selection process, Aweta selected the IFS solution and the IFS Expedite implementation methodology. Thanks to this approach Aweta was able to go live with the new solution within nine months.

“When the company started, our machines were mainly mechanical,” says Cees Hooijschuur, financial director at Aweta. “Later on, electronics began to play an important role. Today, our installations are based on advanced technology. They can qualify products by color, quality and shape or determine the weight. They can also determine the sugar level or hardness or ripeness. All this happens very quickly and carefully to prevent damage to the fruit or vegetables. The horticulture industry is experiencing a major increase in scale. For us, this means fewer small machines and an increase in more complex installations. This development in conjunction with developments in technology has had an enormous impact on Aweta.”

CUSTOMER-DRIVEN

Aweta is almost entirely customer-driven. “Every new order is different from the other,” says Hooijschuur. “Therefore our production is strongly project-driven. To improve the support of the various phases in the production process, we started modernizing our automation a few years ago. The first thing we did was to implement a 3D CAD system for the design and engineering of orders. To manage all the design information, a separate product data management solution was implemented. The next step was to replace the existing ERP system, which was very obsolete.” Aweta compared several ERP solutions and assessed them, using a number of knock-out criteria. For example, the new solution should offer more insight into materials acquisition and project progress. Aweta also required a better view of cost and cost price. In addition, improving delivery reliability and customer service support were high on the agenda.

FINAL CHOICE

After a thorough selection process, Aweta selected IFS. “This system clearly stood out from the rest because of its focus on supporting project-oriented business processes,” says Hooijschuur. “In addition, there was the right match between Aweta and IFS. We were confident of a fruitful cooperation.” Aweta

ABOUT AWETA

Aweta® manufactures sorting and packaging installations for fruit, vegetables and roses. Over 45 years ago, the company developed the first grader for cucumbers and tomatoes. It has since established a name in supplying high-quality systems for the fruit, vegetable and roses industries. Almost all products are developed and produced in-house. Aweta’s headquarters is located in Holland. It works closely together with the six other branch offices that are all strategically located in the heart of fruit and/or vegetable areas. In the past 45 years, Aweta has grown into a global player with offices in Italy, France, the United States and China. These offices are complemented by a worldwide covered dealer network. Aweta employs about 350 people.



combined the choice for IFS software with the choice for IFS Expedite, an implementation methodology that enables a company to go live within six months. For this purpose, IFS offers a preconfigured template version of its software that supports all key processes at a client. “Thanks to this methodology and an enthusiastic implementation team we were able to define our processes, install the system and transfer the data in a short time. We finished the work in progress with the old system, and the new system went live on December 1st 2008. Since then, all of our projects are supported by the new IFS Applications environment.”

BENEFITS

The main advantage so far is a dramatically improved insight into costs, says Hooijschuur. “Project managers can now get the financial status of a project at any time. Earlier, it would take the financial departments at least a day to compile all data. Now that this process takes much less time, it is also possible to make adjustments if necessary. Another important benefit for us lies in the capability to support services. In our old system we had to use a separate solution that required separate management and maintenance. This is no longer necessary. Services are an integral part of IFS, which is leading to a much better flow of information in this area. This also applies to the financial administration. We can now determine in advance where a logistic activity should be placed from a financial perspective. This offers us maximum insight into the status of all current projects.”

ROI

Hooijschuur is convinced that the investment in the new ERP system will pay off within one or two years. “A better insight into projects provides a much better view on costs and enables us to easily make adjustments. That is why I am convinced this IFS solution will have a fast return on investment.”

BENEFITS

- Dramatically improved insight into project status and cost development.
- Fully integrated system, including services.
- Improved management reporting through a direct link between logistics and financial administration.
- Fast implementation by using IFS Expedite.



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Cees Hooijschuur
Financial Director, Aweta