

IFS APPLICATIONS™ STREAMLINES INTERNATIONAL OPERATIONS MANAGEMENT IN QUAD/GRAPHICS EUROPE



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Quad/Graphics Europe, one of the biggest and the most advanced commercial printing companies in Europe, has implemented IFS Applications™ to improve business process management in the company.

Quad/Graphics Europe Sp. z o.o., part of an American group—Quad/Graphics Inc.—has two printing houses in Wyszków and Radzymin, Poland, offering advanced printing production services. The company also owns CRT, a company supplying printing ink to these two printing houses.

Quad/Graphics Europe is rapidly developing its operations in the European markets, with offices located in Sweden, Denmark, Germany, Great Britain, Russia, Ukraine and other countries. Export of products and services currently accounts for over a half of Quad/Graphics Europe's sales value, and its products are sold in 22 countries.

IT SUPPORTED DEVELOPMENT

IT solutions have been used in finances, payrolls, supply, and inventory management in Quad/Graphics Europe since 1998. These locally designed and developed solutions had become outdated and failed to meet the needs arising from the company's dynamic growth. In this situation, the board of the company decided to implement an advanced, integrated system to support management.

"We were looking for a solution that would facilitate our development on European markets—a system that would support international, multicurrency operations," Marek Gruszecki, CFO of Quad/Graphics Europe, explains. "As we operate in Poland and offer our services throughout Europe, our business currency is the euro. However, locally we report in Polish zloty (PLN) and, as a part of Quad/Graphics Inc., also in U.S. dollars. This means that we needed a system that would facilitate the analysis of multicurrency-related risk and allow us to mitigate this risk in a reasonable, organized way."

SELECTION AND IMPLEMENTATION OF IFS APPLICATIONS™

During the pre-implementation analysis, five basic evaluation criteria were adopted related to solutions that were available on the market: flexibility of account structure in the general ledger, the capability to modify report structures without software, the capability to integrate with other IT systems, price, and local support from the supplier. From among six preselected systems offered by the biggest suppliers in the world, the company chose IFS Applications™, which best met its criteria.

In Quad/Graphics Europe, IFS Applications™ fully supports the finance and bookkeeping department, as well as HR and payroll, warehouse management, purchasing, and sales. Support for manufacturing orders and costs has also been implemented.

ABOUT QUAD/GRAPHICS EUROPE

Quad/Graphics Europe Sp. z o. o. is one of the biggest companies in the printing sector in Europe. Printing services provided by the company are executed in the most advanced machine park in Europe. Quad/Graphics Europe has two printing houses offering advanced printing production services, one located in Wyszków, and the other one in Radzymin. The company offers complex services to its clients, from preparing materials for printing, through manufacturing, to distribution. Quad/Graphics's services are used by clients in 22 countries in Europe. For more information please visit: www.quadgraphics.pl

BENEFITS

- Complete, rapid insight into financial data
- Data centralization and integrity
- Real-time access to business management data
- Streamlined financial reporting
- Enhanced material handling
- Agile document flow and processing
- Improved customer order handling
- Ability to easily and flexibly adjust to changes

In CRT, the system supports complex processes, from logistics, through machine handling, to manufacturing and invoicing. IFS Applications™ fully satisfies all CRT's needs, and is currently the only IT system used by the company.

The solution went live in Quad/Graphics Europe on April 1, 2014. In both companies IFS Applications™ is used by over 130 users.

IMPROVED PROCESS ORGANIZATION

As a consequence of implementing IFS Applications™, some changes have been introduced in the process organization, e.g. regarding invoicing. "We have reorganized our invoicing department, and customized our processes in several other areas. We have centralized our customers' master file handling, and our cooperation department has been included in the order process. With the use of the functionality in the solution, we have also managed to automate the document flow between CRT and Quad/Graphics Europe," Gruszecki explains. "We have significantly improved corporate reporting. Implementing IFS Applications™ has enabled us to begin to report results in dollars and allows us to report in the functional currency (euros) to our parent company. We have managed to achieve it without having to hire new employees because the process automation we have achieved has increased our efficiency," he adds.

Time needed to prepare monthly results has been shortened from six to four business days, and with easier access to information—even before the books are finally closed—it is possible to get the financial results from a given month.

“We have gained complete and rapid insight into our financial data. The solution already has allowed us to increase productivity by 30%. This is how much the number of transactions processed in IFS Applications™ has increased. We expect that this productivity growth will be several times greater within a couple of years.

Marek Gruszecki, CFO in Quad/GraphicsEurope

INCREASED PRODUCTIVITY

Integrating the enterprise software has improved quality and accelerated process performance. The solution also ensures the integrity of business data, which has also been centralized. Document flows in the company are faster than before, and they are being processed much more efficiently. IFS Applications™ has proved especially beneficial to the finance and accounting areas of business.

"We have gained complete and rapid insight into our financial data. The solution has already allowed us to increase productivity by 30%. This is how much the number of transactions processed in IFS Applications™ has increased. We expect that this productivity growth will be several times greater within a couple of years," Gruszecki emphasizes.

"We can adapt to future changes quickly and more flexibly. This is especially important, as our company is rapidly developing. Even when we were implementing the solution, we managed to merge with two companies and develop four new business segments. In fact, during implementation we were able to meet all our requirements for multicurrency reporting. In my opinion, without this system we would have to at least double our finance and bookkeeping team. We would also act more slowly and fail to keep up with market demands," Gruszecki concludes.

SOFTWARE

- IFS Financials™
- IFS Distribution™
- IFS Manufacturing™
- IFS Business Analytics™
- IFS Document Management™
- IFS Human Resources™
- IFS Payroll™

Further information, e-mail to info@ifsworld.com, contact your local IFS office or visit our web site, IFSworld.com

