

# WINGROUP MAKES ITS COMPLEX BUSINESS MORE ROBUST WITH ERP FROM IFS

WinGroup, a Swiss business consortium and leading European provider of building supplies, chose to implement a new ERP system from IFS in May 2017. The group urgently needed a singular, robust solution for the companies in the group. WinGroup is growing through purchasing companies, each with its own system, often old and lacking support.

WinGroup was founded in 2007 and sells its products and services across Europe with half of the turnover in Scandinavia. Their main focus is on aluminum glazing systems for patio roofing and all-glass folding and sliding doors with balconies as an important segment.

Demand comes from existing properties as well as new single and multi-family homes. This means that the solutions offered in most cases must be tailor-made and meet very specific requirements regarding qualities, measurements and climate challenges.

Therefore, WinGroup divides its business in two segments with two business models. One produces and installs the products on demand; the other supplies resellers.

## A SPRAWLING ORGANIZATION NEEDS UNIFIED ERP

Over the years WinGroup has purchased several companies, such as Sunparadise, Alimex and Swedish provider Windoor; recently it also acquired Pemalux in Poland, which processes high-precision aluminum products based on standard profiles from Sapa, Schüco and Aluprof. Sales are conducted across Europe with manufacturing in Turkey and Poland. The group now employs a little over 500 people.

“You can imagine how this sprawling organization really needed a unified ERP system,” says Anders Knutsson, CEO of WinGroup and in charge of the purchase on behalf of the group. “We didn’t have that before. Each company had its own way of handling finance, incoming orders, supplies and service. It was time-consuming and difficult to guarantee quality.”

## “THE PEOPLE AT IFS REALLY UNDERSTAND ERP”

At first, he aimed for other solutions but they soon proved to be too expensive and slow. The company initiated a pre-study with their existing ERP vendor, but the result was not capable of meeting the industry requirements and costs expressed by WinGroup.

After a quick, yet comprehensive, screening process including advice from Gartner, Anders Knutsson and his team chose IFS.

## ABOUT THE CUSTOMER.

WinGroup is a Swiss business consortium operating primarily in Europe. The group was founded in 2007 and became a leading provider in the building supplies sector following its purchase of Sunparadise, Alimex and Windoor shares. In 2017 it acquired the Polish company Pemalux, which processes high-precision aluminum profile components, used predominantly in large projects in the Scandinavian region. WinGroup currently has about 500 employees.

[www.wingroup.ch](http://www.wingroup.ch)



## BENEFITS

- Robust and transparent
- User-friendly
- Complete, integrated management, financials, purchasing and order functionality
- Multi-platform access
- More reliable decision making
- Close and frequent interactions with IFS support
- Constant development of new functionalities
- Notably better balancing of the books after six months

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### **ROBUSTNESS AND TRANSPARENCY IN BOTH PRODUCT AND SUPPORT**

“One of the main advantages of this system is its transparency,” says Anders Knutsson. “Now it’s very clear to everyone what the intentions from our HQ are regarding plans, projects, inventory and so on. We can already see that our precision in delivery and finance reporting has improved. We are now a more robust company.”

WinGroup has purchased the full ERP system from IFS but thus far retained its own product configurator and local salary systems. The whole ERP solution is run in the cloud, enabling IT specialists to support the staff instead of the hardware.



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Obviously, a massive transformation of “the heart and soul” of a multi-market company of this size is very precarious. Even small glitches in the systems can be costly, in money as well as in reputation. Solid support is of the utmost importance.

Having access to continuous and relevant support from IFS has been one of the main challenges for WinGroup in the implementation phase. With an increased level of product development and innovations at WinGroup, the company believes that the ERP solution must be able to support them along the way. Moving forward, Knutsson and the rest of WinGroup expect that support will be the primary focus area from IFS now that the software solution has proven itself to be the right choice.

IFS is accepting the challenge to even further improve the support offered to customers and become a world-class example in this truly differentiating discipline.

Looking forward, WinGroup, in close co-operation with IFS, plans to continuously improve all aspects of quality and, of course, include Pemalux in the IFS system.

“I’m looking forward to this,” says Anders Knutsson, “we have a nice relation with IFS, they really know software and they work very closely with us.”

Further information, e-mail to [info@ifsworld.com](mailto:info@ifsworld.com), contact your local IFS office or visit our web site, [IFSworld.com](http://IFSworld.com)

