



## IFS—ERP SOFTWARE PROVIDER AND PARTNER TO SAAB GROUP

**After successful implementations at Saab Aerostructures and Saab Aerosystems, in which 59 different IT solutions with several thousand users in the two business units were replaced by IFS Applications, Saab has moved on and laid the foundation for implementing IFS Applications throughout the group. IFS and Saab have entered into partnership through which IFS Applications will be part of Saab's support offering to the market. The first major agreement to be handled within the framework of the partnership is ERP support for the overall support commitment for the SK 60 aircraft system.**

Saab supplies the global market with world-leading products, services and solutions ranging from military defense to civil security. Saab has operations and employees on all continents and develops, adapts and constantly improves new technology to meet the customer's changing needs. The products have a long lifecycle, with major commitments to performance, safety and availability, making it essential for the supplier to have full control of all incoming parts.

### NEW DEMANDS

As part of greater structural changes in the group, where Saab will put even more focus on meeting the special demands of the customers and the market, the current IT systems were scrutinized. Some of the systems were entirely home-grown, and some were proprietary or aging. The purpose of the implementation of IFS Applications in Saab Aerostructures and Saab Aerosystems, which manufacture the combat aircraft Gripen and advanced airborne systems and related sub-systems for defense customers and aerospace industries around the world, was to lower IT costs and position the group for new business opportunities. IFS Applications was implemented on time and now supports thousands of users.

"We have achieved our goal as we have lowered our IT costs, strengthened our position as a supplier and can now manage increased export, a larger customer base and more orders," says Torbjörn Nibelius, Logistics Manager at Saab Aerostructures and project manager for implementing IFS Applications.

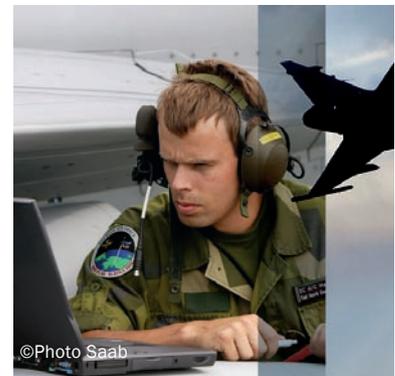
With IFS Applications, Saab Aerosystems and Saab Aerostructures are running scalable and agile standard component-based ERP software. The new solution offers support for most of the unit's manufacturing processes such as PDM, production planning, procurement, quality management, customer orders, project management and production technique.

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### ABOUT SAAB

Saab serves the global market with world-leading products, services and solutions from military defense to civil security. With operations on every continent, Saab continuously develops, adapts and improves new technology to meet customers' changing needs.

Its most important markets today are Europe, South Africa, Australia and the US. Saab has around 12,500 employees. Annual sales amount to around SKr 25 billion. Research and development account for about 20 per cent of sales.



## INCREASED EFFICIENCY IN THE GROUP

Saab has been an IFS customer since 1994 and has a long-term strategy of increasing its use of IFS Applications across the group to achieve better efficiency. IFS Applications is used for after-sales services, production management, MRO, design, supply chain management and project management.

“We see great opportunities for similar synergies in the other business units within the Saab Group. Our strategy is to achieve a global standardization of processes and systems by 2013. We look forward to working with IFS to continue streamlining and rationalizing our operations based on a common business system,” says Johan Sjödin, Vice President ICT Coordination Office at Saab AB.

As a corporate supplier, IFS has a central role in helping Saab reach its business goal. “The agreement will help us reach our goals in terms of new revenue and savings. Now that many central business processes can become common, we get more mobility and agility, as well as lower IT costs as a result of economies of scale,” says Johan Sjödin. “IFS’ focus on the defense industry is positive. Its developers and consultants really listen to us, and I look forward to the continued development of our collaboration and partnership.”

## IT SUPPORT FOR SAAB'S COMPLETE SERVICE OFFERING

The collaboration means that Saab’s support unit, besides using IFS Applications for internal processes, also offers its customers a wide range of services round IT and information management in various business models. Now Saab, as support integrator, in collaboration with IFS can install the ERP software for its customers, provide it as an operational service or operate it within its own internal systems.

The customers, who operate within all areas from commercial aircraft and civil security to military defense, are increasingly demanding complete responsibility from the supplier, including maintenance and spare parts logistics throughout product lifecycles. Very often, this is delivered by the manufacturer. Besides its own products and systems, Saab also sells other manufacturers’ products in collaboration with these manufacturers. As a result, the requirement for IT support is increasing. The SK 60 contract is a prime example of this type of collaboration. Saab is responsible for the service and maintenance of the Swedish Air Force’s SK 60 aircraft until mid-2017, ensuring that the system is airworthy and available as required by the armed forces.

“We have set up an organization with IFS to handle marketing, sales and development,” says Göran Kristoffersson, Business Development Manager at Support and Services. “The purest type of outsourced maintenance is internationally called “power by the hour” or performance-based logistics (PBL). In Sweden, the term offentlig-privat samverkan (OPS) (public-private partnership) is used. The customers/users pay per hour, for example, instead of having their own organization with workshops, technicians, spare parts and IT and transportation services. The driving force is lower costs and increased agility as the service providers, which are often the manufacturers, can utilize their expertise and their facilities and thereby take advantage of economies of scale.”

## BENEFITS

- Strengthens Saab’s offering to the market
- IFS offers industry-specific competence and is easy to collaborate with, making it a strong partner
- Significantly lower IT costs
- Efficient, agile support for Saab Group’s business processes

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Torbjörn Nibelius, Logistics Manager at Saab Aerostructures

