



LIBET S.A. STREAMLINES OPERATIONS WITH IFS APPLICATIONS™

Libet S.A., a leading Polish manufacturer of premium paving stones, has implemented IFS Applications. The implementation, which was conducted in all its manufacturing plants and at company headquarters, has enhanced all of the company's strategic business processes.

Libet S.A. is a leading Polish manufacturer of paving stones and other concrete surfacing materials. It operates 24 manufacturing lines in 14 locations throughout the country.

Libet operations are widely dispersed. Without proper support from business software, the efficient management of a company with such a dispersed structure would hardly be possible. Also, Libet's management board needed tools for detailed manufacturing cost control and an extensive module for simplifying its sales operations. The company's business model is strongly oriented toward B2B customers. Libet does not run retail sales, but instead cooperates with a network of over 200 authorized distributors outlets. Efficient support for this sales channel required the implementation of a specialized CRM module with tools for matching sales plans with manufacturing capabilities.

The main goal of the implementation was to enhance cost control and increase the level of detail and availability of financial information. Moreover, by implementing an integrated system, the company hoped to increase efficiency and optimize key business processes.

SOLUTION BEST MET OPERATIONAL NEEDS

In the selection process, Libet's management board opted for the solution offered by IFS, as it best met the requirements defined during the pre-implementation analysis

"There are many very good ERP solutions on the market. However, IFS is a prominent vendor of solutions used in manufacturing companies, including those in the construction industry. This is the reason behind our interest in their system. Additionally, IFS' product offers full integration of the areas that are precisely our focus—within one application and with a simple licensing model," says Ireneusz Gronostaj, Finance Director, Member of the Board of Libet SA.

The objectives and expectations of the ERP solution were related to the basic areas of company operations: finance, manufacturing, maintenance. Within finance, the objective was to shorten the document flow and posting time, and to improve reporting. In manufacturing, it was important to increase the availability of data, to handle costs with higher precision, to improve work order reporting and accounting, and to increase the efficiency of the manufacturing planning. It was also hoped that the ERP solution would increase the effectiveness of maintenance operations.

ABOUT LIBET S.A.

Libet S.A. is a leading Polish manufacturer of paving stones and other concrete surfacing materials. With a 32% market share, Libet is the Polish market leader in the premium paving stone segment, and the second player in the paving stone business, with a market share of around 21%. Premium products are targeted primarily at individuals, whereas products from the industrial and standard segments mainly cover the demand resulting from infrastructure investments. The company also offers Libet Impressio patio slabs, Libet Patio stone slabs, as well as industrial products such as curbs and edges, concrete cubes and slabs, openwork panels and palisades. The company has 14 plants and 24 production lines. The combined capacity of all the plants is ca. 14 million square meters per year (based on the standard paving stone).



© Libet

EFFICIENT IMPLEMENTATION, BROAD SCOPE

The Wrocław-based company has been using IFS Applications since early April 2012. This integrated business system replaced a number of previously used legacy systems. These applications, although well adjusted to the specifics of the business, lacked agility and development capabilities.

Currently, IFS Applications supports all of the most important business processes at Libet—from planning, through procurement and maintenance, to sales, distribution and accounting. In response to the company's needs, the capabilities of IFS Applications were extended to include returns management for transport pallets.

The biggest functional changes were introduced in the customer service mechanisms. The changes were aimed at optimizing sales processes with CRM functionality, providing the ability to handle orders based on signed sales contracts with complex pricing conditions, and streamlining deliveries with supply chain management elements.

Libet representatives stress that the implementation project—despite the considerable scale and highly distributed locations—was executed in a record time of merely seven months. “Thanks to good cooperation between the IFS team and Libet, the production go-live was not postponed for even a single day. In seven months following the start of the pre-implementation analysis we completely stopped using many of the individual tools we had used earlier. Considering the scope of implementation, this makes it an exceptional project execution pace,” emphasizes Ireneusz Gronostaj.

ENHANCED ACCESS TO BUSINESS INFORMATION

One of the most important benefits derived from using IFS Applications is considerable ease of access to business information. “Information that is available in the solution is very valuable. Now we know the cost of every batch, of every production rate, and of every order. This kind of precise management information is necessary to optimize management of operations and maximize profitability,” says Ireneusz Gronostaj.

The ERP system at Libet will be directly used by almost half of the personnel. Access to various system functions will be available to operators working on the production floor, office personnel, and field representatives of the company—over 300. As part of the implementation, the purchasing department also underwent reorganization. Integrating business information in this area enabled the company to centralize procurement operations.

“This implementation will prove better and better over time. Now the biggest change is the refreshing and systematization of the company's internal processes. By implementing the ERP solution, we want to increase customer satisfaction and improve our competitiveness,” adds Ireneusz Gronostaj.

The solution implemented by IFS enables all areas of operations to be integrated at every organizational level, ensuring optimization of all business processes. IFS Applications helps the company to effectively manage costs and quickly access information about all its business areas. It also speeds up decision-making processes. The system improves purchasing processes and cost planning, and also provides for reporting and precise analyses, which was impossible in the old system. IFS Applications makes it easier to prepare detailed analyses of manufacturing and enables the users to precisely summarize the cost of individual production stages.

IFS Applications comes with an intuitive and easily customizable user interface, ensures easy integration with manufacturing automation systems, and can be extended in the future to grow together with company requirements.

BENEFITS

- Centralized data
- Real-time access to management information
- Efficient manufacturing cost control
- Real-time inventory levels control
- More efficient planning and budgeting
- Improved document flow and processing
- Data coherence across the company
- Optimized maintenance operations management
- Optimized quality management process

SOFTWARE

IFS Financials™

IFS Distribution™

IFS Manufacturing™

IFS CRM™

IFS Sales & Marketing™

IFS Maintenance™

IFS Human Resources™

IFS Payroll™



“The implementation of IFS Applications definitely facilitated access to business information. Information available in the solution is very valuable. Now we know the cost of every batch, of every production rate, and of every order. This kind of precise management information is necessary to optimize management of operations and to maximize profitability.”

Ireneusz Gronostaj, Finance Director,
Member of the Board of Libet SA