

GROWTH AND EXPANSION WITH CLOUD ERP



itelligence* demonstrated a solid understanding of our business requirements and recommended a compelling SAP Cloud solution. With SAP Business ByDesign, we have a comprehensive ERP solution with strong financial management and enhanced reporting.

Jonathan Phillips, Group Business Systems Manager, Aspen Pumps



Challenges

- Outdated software making it difficult to manage globally expanding business
- Over-reliance on excel spreadsheets
- Resource and time constraints caused by heavy administration workload and teams working in silos



Solutions

- SAP Business ByDesign



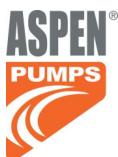
Benefits

- End-to-end business processes, sophisticated workflows and logistics
- Single source of truth to support management decision making
- No additional IT system maintenance or infrastructure costs, offering scalability for future growth
- Full visibility of sales, production & procurement demand resulting in better inventory control and planning



Why NTT DATA Business Solutions?

- A solid understanding of Aspen business requirements
- Strength of consultants, bringing both business and SAP knowledge
- SAP Business ByDesign expertise
- Strong track record with SAP cloud solutions



Organisation: Aspen Pumps

Industry: Industrial machinery and components

Key Facts: Aspen Pumps is a market leader in condensate removal: Supply internationally to over 100 countries, awarded the Queen's Award for Innovation. Intimate knowledge of the air-conditioning industry

Number of Employees: 51-200 employees

Turnover: £30 million

* Since April 1, 2021 itelligence is operating as NTT DATA Business Solutions

NTT DATA Business Solutions



NTT DATA
Trusted Global Innovator

180 Days to Go Live



Legacy IT holding back business growth

Founded in 1992, and headquartered in Hailsham, East Sussex, Aspen Pumps is a leading manufacturer of condensate pumps and ancillaries for the heating, ventilation, and air conditioning (HVAC) industry.

Aspen started out with just one manufacturing facility in the UK, but now run operations across Europe, as well as in India and Australasia, and their products are currently distributed worldwide to over 100 countries. As a growing company, with an international customer base, Aspen found that their business processes and incumbent legacy IT applications failed to provide them with the level of visibility required to understand their supply chain as well as being unable to match stock with increased customer demand. This has been a major barrier to accelerating the expansion of the business. The key aims of the project were to introduce a new ERP system to replace outdated software that was becoming expensive to run and maintain. Aspen also needed to eliminate extensive use of spreadsheets and manual procedures for operations and management activities. Jonathan Phillips Group Business Systems Manager at Aspen Pumps explained, "As our business grew, we found that our business processes and applications were not in line with our continued growth. We felt that they couldn't provide us with the level of visibility into our supply chain we needed to match stock with increased customer demand and we required a system that would continue to support our customers in the way that makes Aspen unique in the market."

Phillips continued, "From a planning perspective, this lack of visibility made it more and more difficult for us to answer key questions, such as, how can we optimise our processes to hold the correct stock levels of products to meet demand, and how can we best react to changes in customer ordering patterns and new product launches as we continue to innovate?" To remedy this and answer questions such as

these Aspen partnered with us to deploy the cloud-based version of SAP® Business ByDesign®.

Improving visibility across the business

SAP Business ByDesign, is helping Aspen deliver greater insight into their business. They are now gaining complete visibility of their sales, manufacturing and inventory. They now know what's in stock, where, and combined with incoming and predicted orders they can make cost-efficient manufacturing decisions that ensure they always have the right products in the right place. By integrating key business processes through a single digital solution they are now eliminating paperwork and dramatically reducing the risk of human error. With a simple cloud-based roll out that enables rapid expansion across business units, and overseas sites, the project went live in 180 calendar days from launch meeting. Aspen now have a single source of truth for the business. Phillips concluded, "In short, with SAP Business ByDesign Aspen Pumps can pursue our growth strategies, whilst providing customers with the excellent service they have come to expect from us."

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