



## Delivering Real Business Power with SAP HANA: A Real World Example

Tube Specialties, Tube and Pipe Bending and Fabrication, Troutdale, Oregon

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- Peter Schubert, Systems Development Manager at Tube Specialties, Co., Inc.

Founded in 1963, Tube Specialties is a steel fabrication plant and leading supplier to OEMs across a number of industries that include automotive, trucking, medical, outdoor recreation and more. As a company that provides supply chain management, product assembly and consumer direct product packaging services, Tube Specialties offers solutions for today's complex tube manipulation and steel fabrication requirements.

In 2013, the company realized that their legacy Microsoft data management solution for the automotive manufacturing function was unstable and nearing its end-of-life. After evaluating a couple of different solutions, Tube Specialties decided to migrate to SAP, the standard in the automotive world. Through the three-month

migration, the servers remained onsite, but there weren't enough resources to manage and maintain those servers. It was then that they selected itelligence to serve as the solution host. From there, a true partnership was established that also helped guide Tube Specialties into and through the next phase of their SAP journey.

### Gaining Insight on Business Intelligence

After running the new SAP platform, Tube Specialties knew they next needed business intelligence (BI) to give business leaders access to data to make better-informed decisions. They saw great opportunity with the amount of information available through various customer orders, but they needed a more constructive and effective way to capture it.

## About itelligence

itelligence, Inc. is a wholly owned subsidiary of itelligence AG, an international full-service solution and consulting company with a global presence in 22 countries. itelligence provides a broad range of consulting and customer support services to further maximize SAP solutions, including implementations, application management services and hosting. itelligence also provides Business Intelligence, Mobility, SAP HANA®, SuccessFactors® and Office of CFO solutions, including Business Planning & Consolidation (BPC) and Governance, Risk and Compliance (GRC). itelligence is an SAP gold channel partner authorized to resell SAP® Business All-in-One and SAP BusinessObjects™ solutions, an SAP global services and SAP global hosting partner, and an SAP-certified global provider of application management services. itelligence also holds global quality accreditation by the SAP Active Quality Management organization for demonstrating clear quality standards and processes. For more information please visit <http://www.itelligencegroup.com>.



**Name:**  
Tube Specialties Company  
(TSCO)

**Headquarters:**  
Troutdale, Oregon

**Locations:**  
Oregon, North Carolina and  
Mexico

**Products/ Services:**  
Tube Bending, Pipe Bending,  
Tube Fabrication, Pipe Fabrication,  
Tube Punching, Tube Forming,  
Powder Coating and Tube Welding

**Employees:**  
500

**Web Site:**  
[www.tubespecialties.com](http://www.tubespecialties.com)

Five months into the SAP migration, when internal users became comfortable with their skills and established basic routines, the company was ready to make the next move. Through extensive research and evaluating current company needs, it was clear to Tube Specialties that SAP was investing heavily in SAP HANA as the platform of the future. This migration path seemed the most appropriate and advantageous for Tube Specialties as well.

After a seamless transition, the company went live on SAP HANA in January 2015. The architectural change has been a big step for developers as it allows greater flexibility. From the user perspective, the changes have been transparent. The process for accessing data runs very fast, and the company anticipates it will have a disruptive effect on the way that information is handled and decisions are made – a true BI transformation.

On SAP HANA, Tube Specialties has experienced a measured 95 percent reduction in the run time of targeted ECC transactions, freeing FTE's throughout the plants from short duration wait states. BI will empower the company to analyze and detect patterns, anomalies, outliers, etc. This is a tremendous benefit as users can study the results to better understand the customer and even more accurately plan for future sales by anticipating customer needs.

Having access to this data at the speed they have seen, Tube Specialties has insight that they never had before – and this is only the beginning. The migration to SAP HANA Live has been a success, and the company continues to experience positive results. They are moving forward with solutions like SAP Fiori that are designed to exploit the SAP HANA platform, and they look forward to seeing more results through their SAP investments.

### Results:

- Increased product requirements document (PRD) retrieval rate by 95%
- Improved system and user performance
- Seamless and non-disruptive transition for users
- Improved view into data

“The migration to SAP HANA has been a true success within our organization,” said Peter Schubert, Systems Development Manager at Tube Specialties, Co., Inc. “Of course we experienced the usual trials and tribulations, but never once did we lose a day of business, key data or communication with our customers. We look forward to continuing our journey with itelligence as we continue to achieve our business goals.”