

Success Story

LH Evans, Cardiff, Wales

A significant improvement in staff confidence and performance with SAP Business All-in-One

»This is the first time I have worked with an implementation team and I found the experience very fulfilling. We now have a fully functioning system that all levels of staff find easy and helpful to use, thanks to the adaptability of SAP.«

Liam Ryan, Sales Office Manager, LH Evans



itelligence

SAP Business All-in-One Fast Start has made a world of difference.

With an SAP partner like itelligence that understands your business inside and out, the sky's no longer the limit.

To increase its efficiency and support current and future expansion plans, LH Evans collaborated with wholesale and distribution IT solutions specialists' itelligence to tailor and implement SAP's Business All-In-One Fast Start solution, designed for growing businesses.

»I was becoming increasingly annoyed by our old software system - it would take far too long to pull reports together and they were often out-of-date by the time they'd been created.«

Andrew Evans, Managing Director, LH Evans

Time to move from the past to the present, for a better future

LH Evans was experiencing exponential growth on a scale that even the Managing Director, Andrew Evans, could not have dreamed possible. It had tripled annual turnover to £15 million, expanded from two branches to five, and added two lighting show rooms.

The future looked bright, but there was one thing holding them back. Disparate legacy operating systems meant staff found it increasingly difficult to draw on accurate and up-to-date data. This became a pressing issue, as it was this data that would enable them to keep tabs on stock inventory, unify and consolidate customer accounts, speed invoicing to maintain cash flow and deliver accurate reports.

Liam Ryan, Sales Office Manager at LH Evans recognised that the organisation was failing to optimise its business processes. "If an order or a quote had been set up then amended, there was no way to trace what changes had been made and who had performed them."

Additionally, the main concern for Nigel Brown, IT Manager at LH Evans, was the robustness of the old-fashioned system. "It was built on software generated in the 1960s. The system was not very well supported and not up to industry standard in any way, which led to many difficulties such as maintaining system integrity." LH Evans needed a solution that was geared to answer its industry specific challenges and needed it fast. After meeting with one of SAP's premier partners, itelligence, Andrew Evans had finally found a company that understood his business, just as much as he did.

Why itelligence?

Besides being the most successful SAP value-added reseller in the UK and Ireland and SAP partner of the year in 2006, 2008 and 2009,



LH Evans

LH Evans is a wholesale distributor and supplier of electrical goods, such as showers, water heaters, networking products, switchgear, LED products, lighting, accessories, components and cabling. In addition it also offers specialist lighting design services through its sister company EMA. Discover how itelligence – an SAP Global Value Added Reseller and one of the leading international full-service providers for SAP solutions – is helping this successful electrical product specialist streamline its business processes. In so doing enabling it to make faster and more accurate decisions and improve productivity across the entire company. As a 50-year-old family operated business, with five branches across South Wales and Bristol, five legal entities and 78 staff – the business prides itself on guaranteeing stock availability and next day delivery.



there was something else that helped seal the deal. In short, it was itelligence's impressive track record of having helped other similar sized companies to LH Evans build a better business across industries as varied as wholesale and distribution, consumer goods, manufacturing and service providers.

There was no-one better equipped to help LH Evans increase its efficiency in sales, distribution, logistics, production, finance and IT operations than itelligence - the recognised leader in SAP wholesale and distribution solutions for growing businesses for over 20 years.

itelligence had no hesitation in recommending SAP's Business All-In-One Fast Start solution. As a single configurable solution that's affordable, scalable and quick to implement, the solution was the best fit for a growing business such as LH Evans, looking for a comprehensive integrated industry solution to power it from end-to-end and remedy all visibility and operational efficiency headaches.

Adding new functionality, every step of the way

By providing a single view of all the data across the company, LH Evans has improved its ability to:

- Monitor and control stock inventory across the entire company.
- Simplify and speed up the process of invoicing and cash collection.
- Consolidate customer accounts across all branches.
- Improve customer service by being able to amend quotes on the fly and also track who made the amends and why.

In addition, by incorporating all core business management functions and gaining instant access to comprehensive customer data, the end of month report lead times have been reduced from 3-4 weeks to just one and a half weeks! Not only that but thanks to the SAP Business All-in-One Fast Start solution, LH Evans has seen a significant improvement in staff confidence and performance. With a can do attitude they're now



Name: LH Evans
Industry: Electrical Wholesale
Products: showers, water heaters, networking products, components, cabling, switchgear, LED products, industrial and domestic circuit protection
Employees: 78 Employees
Sales: GBP 15 million in 2010
Headquarters: Cardiff, Wales
Subsidiaries: 5 Branches in Wales and Bristol

more productive and with the standardisation of business processes are now more able to move from one branch to the next and work on the same systems that they're accustomed to.

Together we will master the demands of your industry

itelligence does not simply implement the right size solution for businesses – and implement it quickly – it works with you to create solutions that are tailor-made, a quality that impressed Neil Gillard. As the Finance Manager at LH Evans he commented, “itelligence brought more to LH Evans than just their knowledge of SAP. They sparked ideas for the entire implementation process and our company as a whole.”

Being not just an IT advisor, but rather a trusted business partner as well, itelligence speaks its customers' languages. Liam Ryan, Sales Office Manager at LH Evans remarks, “itelligence brought their background knowledge of similar companies to the implementation process and we bounced ideas off each other to reach the best possible solution.”

By helping LH Evans manage its logistical chain better through a tailored SAP solution, itelligence has enabled the electrical wholesaler to increase its efficiency and reduce costs.

Enjoy continuity and unlimited scalability

As LH Evans continues to expand, Andrew Evans is confident that his wholesale business is in incredibly capable hands. With their extensive project experience and industry knowledge, he believes that itelligence are best placed to continue to provide optimum support for his company throughout the entire lifecycle of their SAP investment.



“We chose itelligence to implement our system as they can provide LH Evans with continuity, plus the ability and comfort to grow”, said Andrew Evans, Managing Director of LH Evans.

Turn your growing business into a more efficiently run business, with itelligence

No matter what the size of your company, partner with itelligence and discover made-to-measure SAP solutions that can help your business run better.

Facts & Figures

Solution: SAP Business All-in-One Fast Start Solution

System: Productive server landscape consisting of two physical servers - one dedicated production server and a combined quality/development server

Hardware: HP MSA2000 for mass storage with 1.2TB split 500GB for production and 700GB for QA/DEV. Blade servers HP BL460c G1, x2 CPU's (four cores each) 18GB memory. Operating System: Windows 2003 Std 64bit. Database: MaxDb 7.6

Advantages:

- Improved productivity across all levels
- Simplified and faster invoicing and cash collection
- Transparency, integration and standardisation of business processes
- Complete visibility of inventory
- Reduced report lead time
- Reduction in maintenance, administration and IT operating costs