

# Implementing ERP solutions

Otto Folprecht - Beachcomber Hot Tubs group

# Beachcomber Hot Tubs Group

- Family owned company by Keith and Judy Scott
- Beachcomber hot tubs group was founded in 1978
- Largest manufacturer of hot tubs in Canada
- Offices in: Laval-Quebec, Oakville - Ontario, surrey- British Columbia, vista - san Diego, London – united kingdom
- Over 100 exclusive dealers of beachcomber hot tubs in north America
- Markets served: Canada, United states, western Europe & middle east
- Have three flagship product groups ... 300 series, 500 series & 700 series
- Average lifespan of a beachcomber tub is over 15 years

# Beachcomber product



# Vision

- Adoption from the CEO, CFO ... executive management
- Ensuring that the budget is realistic
- Corporate roadmap ... the 1–3–5 year program
- Technologies that can help the company achieve the goals
- How the program is rolled out to the organization as a whole – adoption plan

# How do we do this ...

- All manufacturing companies to a certain degree have some sort of production management system ...
- Some of the questions asked are ...
  - Internal vs external resources
  - Build strategic partnerships
  - Change management ... what does this mean ...
  - Detailed project plan and milestones
  - how do we choose the package that fits our needs
    - Single vendor or best –of-breed
    - On-premise vs cloud
  - Phased implementation approach
  - Steering committee
- It comes down to taking time to scope the project and define the deliverables by business group.

# How long will it take

- Real transformational ERP efforts take between 1 – 3 years ... average
- Short implementations 3-6 months based on:
  - Size – small companies
  - Implementation is segregated to a business vertical

As a takeaway the important thing is not to focus on how long it will take to implement the ERP solution but rather focus on the deliverables and how the solution will improve the business.

# How do we measure success

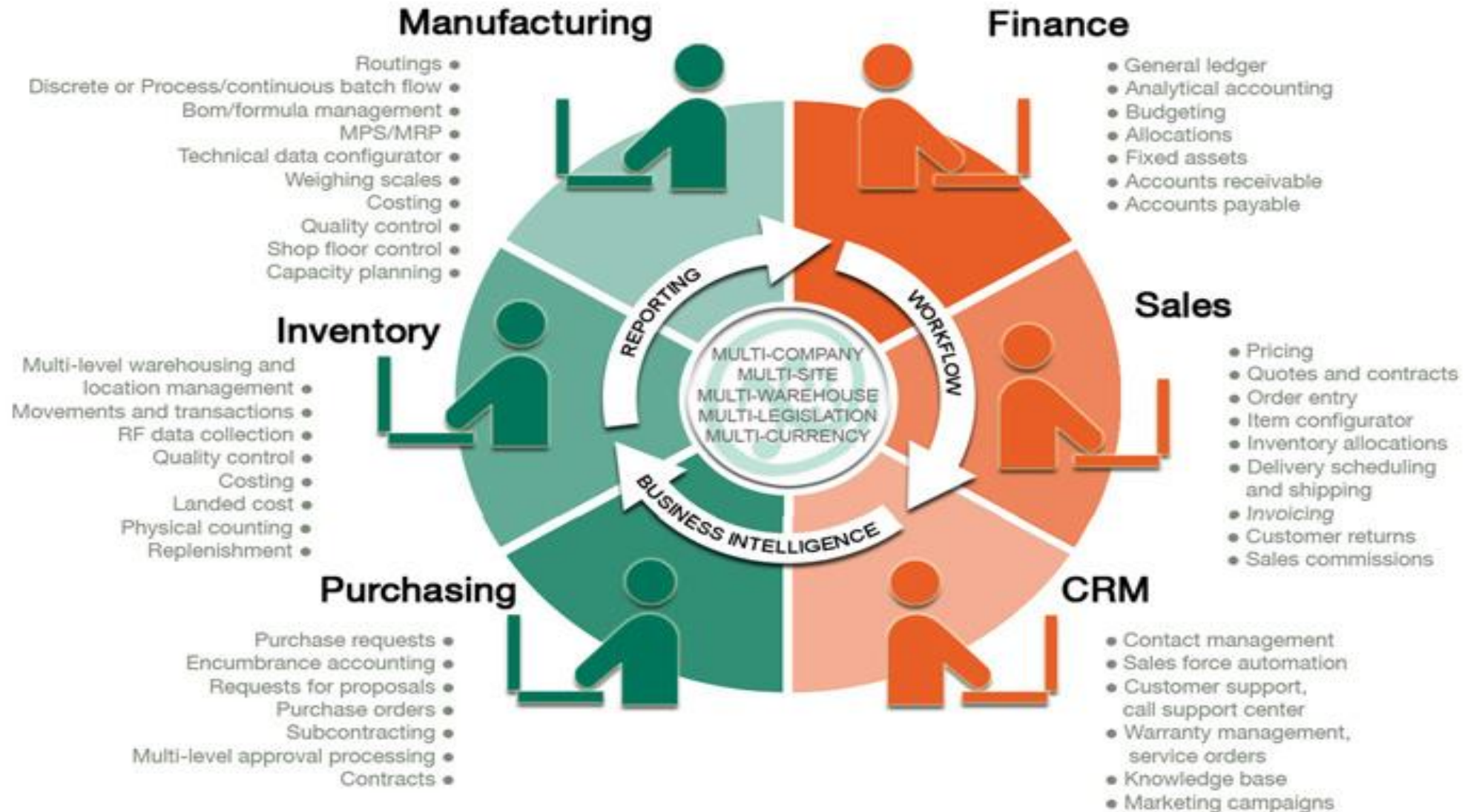
- Fewer errors
- More complete access to information
- Shorten throughput times
- Reduced stock in both raw materials and finished goods
- Just in time production
- Larger product assortment
- Efficiently moving product through the supply chain
- Identification of non efficient and non value-add processes
- Overall company efficiency as a result of the solution as the contribution or improvement of the bottom line

# Hidden costs

- Training
- Integration and testing
- Data conversion
- Data analysis
- Consultants
- Staff replacement after implementation – staff erosion
- Implementation teams never stop
- Waiting for the ROI
- POST ERP depression



# ERP diagram



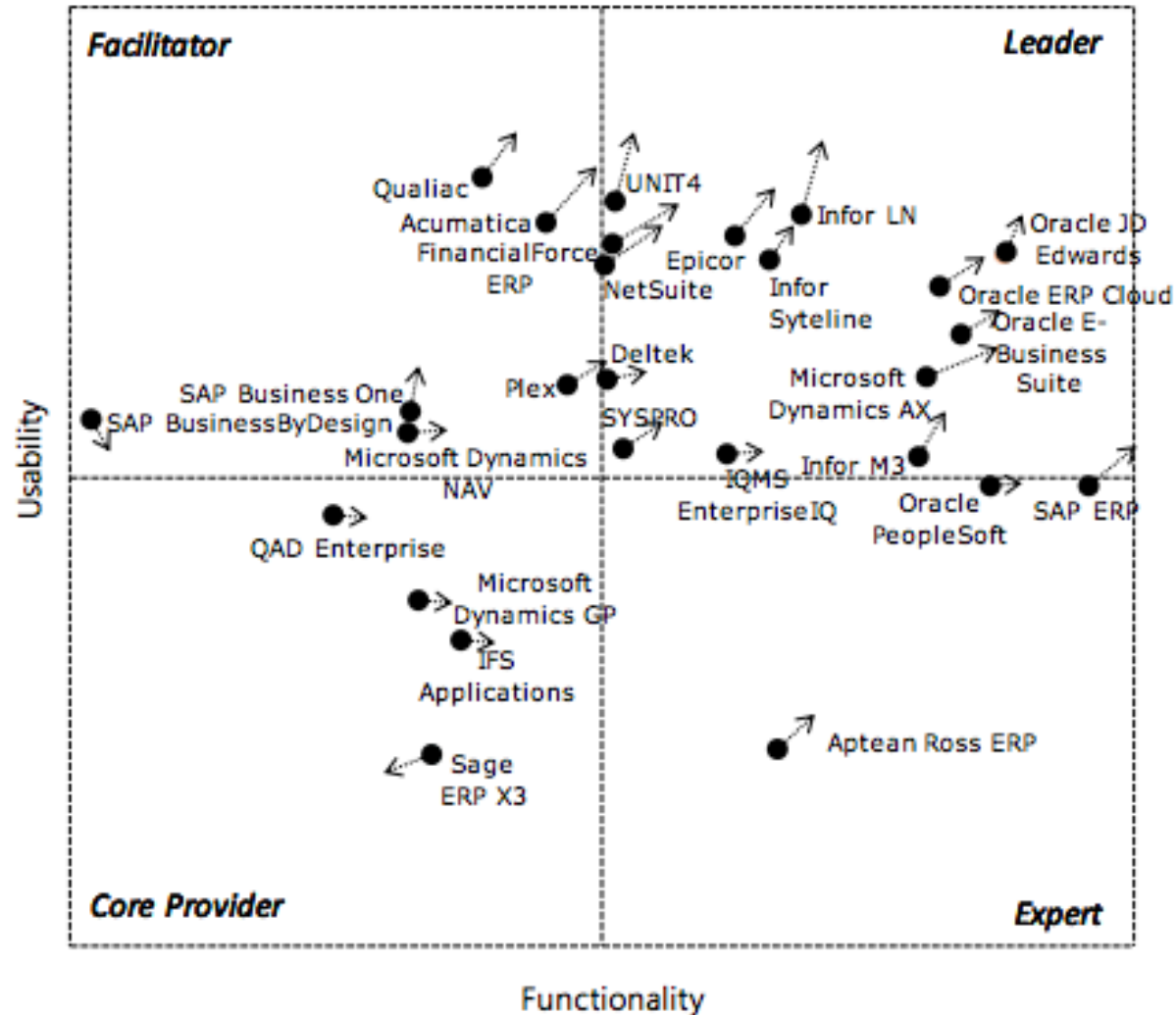
# ERP drill down



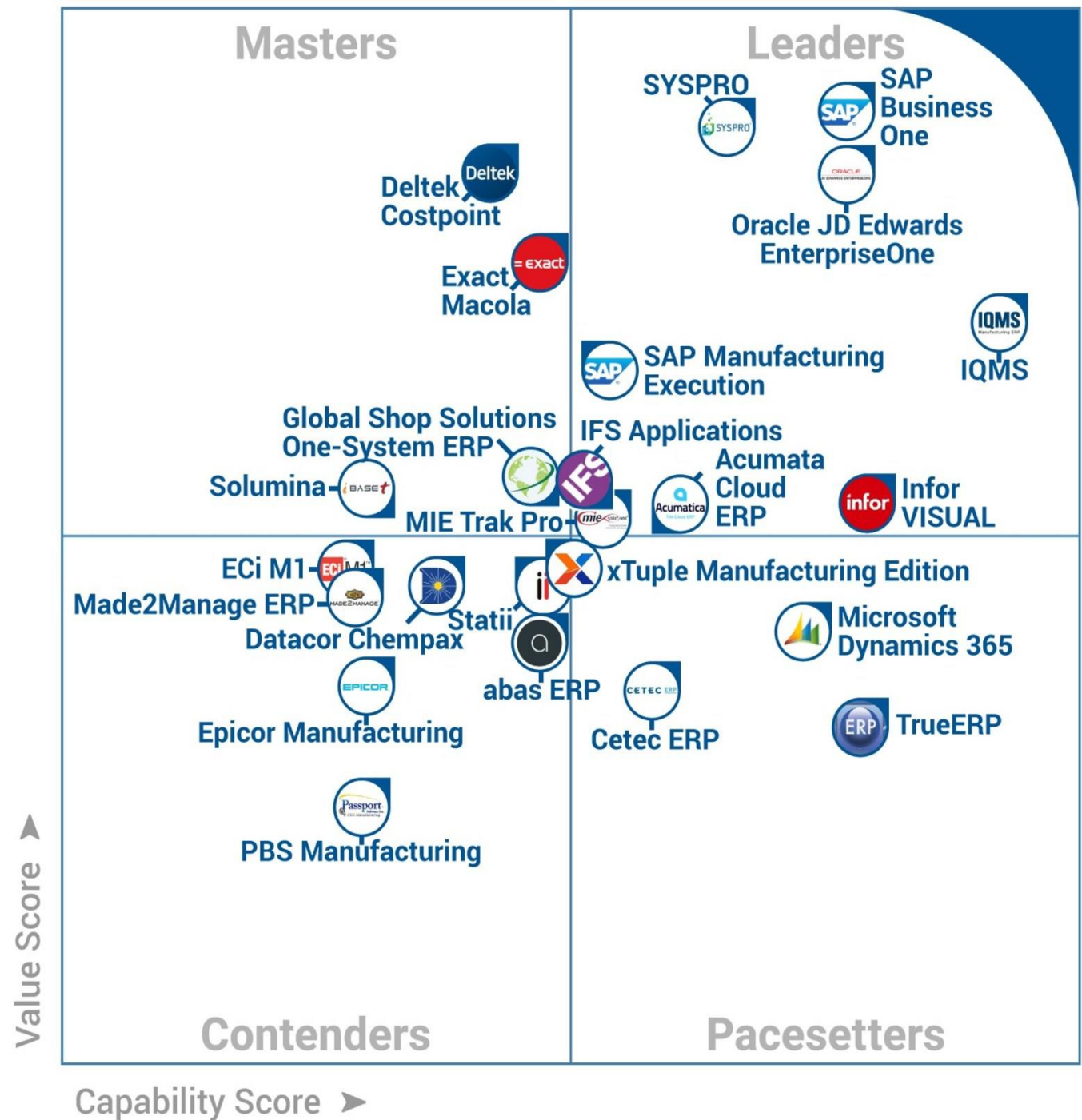
# Since we have Syspro in the room ...



## ERP VALUE MATRIX 1H2014



# Gartner Frontrunners manufacturing software for 2017



Q & A