

A Small Company Takes Off Fast! Leapfrogging Common Growing Pains

The Starting Point:

A small, innovative maker of opto-electronic components and subcomponents for customers in the telecommunications, computer and automotive industries was growing at 400% per year. That obvious good news came with a great challenge – a two-month window to implement a platform capable of supporting that remarkable level of growth.

The Finish Line:

Beginning with the NIIT “Best Practices for SAP High Tech” solution contributed to the rapid installation. These industry-specific, best business processes included complete preconfigured settings that could enable a company to run integrated business processes “out-of-the-box.” “Using QuickStart – an NIIT rapid implementation methodology; Best Practices for SAP High Tech provided 90% of the basic structure and business processes we required, enabling us to very rapidly implement the solution,” Glen Ten Eyck says. “This was a great timesaver for us.”

The Client Takeaway:

“Some vendors thought we were too small to bother with; others didn’t offer consulting assistance. NIIT enabled us to work with a single source and not worry about dealing with third, fourth or even fifth parties for licensing, implementation, hosting, support and expansion,” said Greg Ten Eyck, founder, principal, and corporate treasurer.

The Nuts and Bolts:

SAP High Tech enabled the client to integrate the full range of its business processes, from order to cash, within a single solution. They run the solution on a Compaq server running Windows and an Oracle database. NIIT hosts the solution through a T1 connection and a virtual private network (VPN) backup.



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The Notable Benefits:

- **Growth engine** – Implementing SAP enabled the client to sustain triple-digit growth while keeping their customers happy.
- **Cash flow** – Days sales outstanding were kept to a minimum by being able to quickly bill and collect on customer shipments.
- **Cost savings** – The customer can now quickly configure complex products in its make-to-order environment without time-consuming professional staff.
- **Financial control** – They now have gained control over spending, and have increased visibility, through cost-center and profit-center reporting.

The Next Step:

As they say, one good deed leads to another. The customer is now considering implementation of the SAP Manufacturing Execution System and CRM – (customer resource management) to further extend the business benefits they have received.



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