

Greenheck is a worldwide manufacturer of ventilation equipment. Based in Schofield, Wisconsin, the \$300 million company employs 1,700 people at manufacturing and distribution facilities in the United States, Mexico, the United Arab Emirates, Singapore and China.

Greenheck needed to replace its 20-year old legacy system with a solution that could support a new business strategy that included global plant expansion; improved operational efficiency; and greater sales channel penetration. At the end of the decision making process, Greenheck concluded that only SAP could fulfill all its expectations.

"With mySAP All-in-One, we were really pleased to get a disciplined solution based on best practices that will make our business run leaner and more efficiently," says Donovan Brekke, Greenheck vice president - information technology. "SAP provided the most integrated and comprehensive solution among the three finalists on our short list."

Brekke also chose SAP because it offered the most robust functionality in the marketplace.

"SAP's variant configurator played a big role in our decision because of our highly configurable and dimensional products," Brekke says.

Initially, however, Brekke did have some misconceptions about SAP – misconceptions that he gladly realized were just myths.

"At first, we thought SAP was too expensive, too hard to implement, too 'big' and too closed," says Brekke. "What we've discovered is that the mySAP All-in-One solution's pricing and out-of-the box functionality effectively addresses the mid-size market. SAP's investment in ASAP methodology and tools accelerates the implementation process. Also, the NetWeaver stack and J2EE compliance makes it more open and therefore a better infrastructure for growth."

From more cost-efficient business processes to fundamental strategic benefits, Greenheck's po-

tential return on its SAP investment fans out across a wide range of areas.

"We expect to see substantial cost savings and operational efficiencies from significant improvements in scheduling and inventory control, reduced throughput time and lower administrative costs," says Brekke. "We'll also see much needed improvements in 'on time' shipping and be more effectively able to handle special design requests from the customer base. Finally, mySAP All-in-One will help us to more clearly understand product cost and support international expansion."

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mySAP All-in-One solutions are available from SAP Business Partners and provide industry-specific, cost-effective, and quickly implemented solutions for specific microvertical markets. itelligence, a leading SAP Business Partner and Vertical Solution Reseller (US), provided Greenheck the world-class information infrastructure and rich functionality of SAP.

Greenheck is starting with the implementation of the mySAP All-in-One solution at its headquarters in Schofield. They have begun with mySAP All-in-One's core ERP modules.

"The first module implemented will be Sales and Distribution," Brekke says. "This will be followed by Variant Configurator, Production Planning, Materials Management, Controlling, Financials and Business Warehouse for all shared services and four manufacturing plants. When fully implemented, we'll have 350 users running SAP across 15 manufacturing plants and 12 distribution centers."

In the future, Greenheck plans to incorporate several other key SAP solutions, including mySAP Supply Chain Management (mySAP SCM), mySAP Customer Relationship Management (mySAP CRM), mySAP Product Lifecycle Management (mySAP PLM) and integrating NetWeaver with its sales configurator tool. These solutions will enable Greenheck to fully maximize its overall SAP investment and make better, more informed decisions about all aspects of the product lifecycle.