



**SAP Manufacturing for
Industrial Tools &
Metalworking Machinery**

WILSON RETOOLS FOR THE FUTURE

**The world leader in metal fabrication tooling chooses
SAP and intelligence.**

THE BEST-RUN BUSINESSES RUN SAP™



Wilson Tool International, Inc. prides itself on its state-of-the-art manufacturing systems. And now, its business software systems are equally advanced.

Headquartered in White Bear Lake, Minnesota, with locations in the U.K. and China, Wilson Tool is the world's largest independent manufacturer of tooling for the metal fabrication industry.

In 2003, Wilson discovered that one of its own tools – its business management software – had reached the end of its useful life.

“With hundreds of highly specialized products, we needed to take control of our inventory system,” recalls Mark Haupt, Director of IT of Wilson Tool. “And with our business growing rapidly around the world, we needed to streamline our order management and sales management processes.”

“But when we tried to add those capabilities to our existing software package,” he says, “we found that it simply couldn't be upgraded. So the only answer was to look for a fully-integrated solution suite that could grow with us.”

“After comparing all the major providers,” Mr. Haupt says, “we chose SAP for the completeness of its solutions. And we chose itelligence for their experience in supporting manufacturing companies like ours.”

“We expect to achieve a return on investment (ROI) within two years through more efficient inventory control, faster inventory turns, and internal efficiencies.”

– **Mark Haupt**
Director of IT
Wilson Tool International, Inc.

A WIDE RANGE OF BUSINESS TOOLS

Today, Wilson Tool has implemented a wide range of SAP capabilities, including manufacturing management, financial accounting, controlling, and mill products management. And according to Mr. Haupt, “We expect to achieve a return on investment (ROI) within two years through more efficient inventory control, faster inventory turns, and internal efficiencies.”

Based on its experience, Wilson Tool plans to add new SAP capabilities in the years ahead. For example, Mr. Haupt says, “We're planning to move more of our sales processes to the Internet. And we're confident that SAP and itelligence will be there to support us.”