



Make
your
business
smarter

"We are constantly upgraded"
Tylö



”We are constantly upgraded”



New growth objectives called for a new IT platform. With a full-ranged, flexible and upgradeable ERP system from Jeeves, Tylö has become a much more productive and cost-effective company.

Tylö is the world’s leading manufacturer of sauna, shower and steam bath systems, with a strong brand name. Their success is a result of the very high quality products and services that they offer. The company has a strong entrepreneurial culture and has been family owned since the 1940s. Exports account for just over 75% of the total production. Sales are conducted in more than 80 countries in every part of the world. The focus on growth was sharply boosted when a new Board was appointed at Tylö in 2004. Since then, the company has maintained a goal-oriented focus on production and product development. However, new growth objectives called for a new ERP solution based on a flexible IT platform. That is when Jeeves came into the picture.

SYSTEM SOLUTION FOR A GROWING COMPANY

Today, Tylö generates growth using a completely new method. This method requires that the organisation has an IT-based operational support. Two years ago, Tylö replaced its old ERP system with Jeeves to accomplish their goal and to obtain a comprehensive system that was both flexible and upgradeable. Four alternatives were assessed: Movex, Jeeves, Axapta and an upgrade of ASW, before Tylö chose Jeeves.

“With Jeeves, Tylö is significantly more productive and cost effective. We can now accelerate our organic growth via more efficient order processing control, and we also gain support in product development through Jeeves’ various processes,” explains Emil Tambolas, IT manager at Tylö for the past nine years.

“In the two years that we have had Jeeves, many new functions have been introduced to better support users in their daily work. We have also advanced the development of the system to suit our operations as we have grown and evolved,” he adds.

Tylö believes that they have benefited more from Jeeves in two years, than they did from their previous system in six years. Tylö’s sales rose from EUR 28 million last year to EUR 36 million this year.

BROAD FUNCTIONALITY

In the past, Tylö's backlog of orders stretched 12-16 weeks into the future. Today, it is just 1-3 weeks; everything is delivered on time and the heightened efficiency has increased sales by 10-15% per year.

Jeeves' functionality has made it possible for Tylö to achieve enhanced control of inventories, manufacturing and planning. The employees now have an overview of what to prioritise and when to do it.

"We can always give customers correct delivery information, and we have nearly everything in stock," says Mr Tambolas.

Tylö uses most of what Jeeves ERP system offers such as production, order processing, inventory control, invoicing, service and project management.

E-COMMERCE LAUNCH IN RECORD TIME

With Jeeves solution, Tylö has also been extremely active in product development. Using Jeeves, Tylö has launched products at a pace not previously possible. In the winter of 2007, a B2B project was initiated and online trading started. The e-commerce module took just about a month to launch.

"It's totally amazing. With our previous system it was totally inconceivable to complete such a comprehensive project in such a short time. "But the Jeeves solution helped us achieve it," says Emil.

COMPLEXITY SETS TOUGH DEMANDS

Manufacturing of Tylö products takes place in a factory in Halmstad, Sweden, and another in Finland. Historically, the company's philosophy has always been to manufacture its products in-house. Its products therefore involve a high degree of processing, the majority of which is performed in Tylö's own factories. This sets tough demands on logistics, planning and purchasing. Tylö needed a system that could be used in all parts of its operation.

"Our system support for the business used to be poor and our large inventories used to tie up a lot of capital," explains Emil.

The company developed its functionality with Jeeves 9.2 and is now waiting for the next version.

"But to us it feels like we are constantly upgraded," concludes Emil Tambolas.



in focus

TYLÖ®



TYLÖ – WORLD LEADING IN BATHING PLEASURE

Tylö is the global market leader in manufacturing of stimulating surroundings within Sauna, Steam, and Steam-shower, for both private and professional customers. Their highly successful concept is built on offering products of high quality which promote relaxation, enjoyment and the pleasure of bathing.

The Tylö trademark was established back in the early 1960s, when the name first started to become synonymous with a complete range of sauna bathing products. However, the roots of the company date back to the 1940s. Today, the export sales account for more than 75% of the total sales, and the products are sold in more than 80 countries around the world.

All Tylö products are developed and manufactured by Tylö. The Tylö factory is located in a modern industrial area close to the centre of Halmstad, Sweden. The factory has been extended more than a dozen times since 1959, most recently to give a factory floor area of 30.000 sq.m.

Tylö has subsidiaries in Norway and Finland. In other countries, Tylö is represented through Tylö Exclusive Distributors.

FACTS:

TURNOVER 2007:
36 M EUR

NO. OF EMPLOYEES 2007:
210

JEEVES USER SINCE:
2006

JEEVES VERSION 2008:
9.2

NO. OF USERS:
185

Jeeves

Jeeves is a fast growing supplier of ERP systems on the European market. Jeeves ERP systems target growth companies with up to 1.000 employees and is characterised by high business advantage and low total cost of ownership (TCO).

Jeeves Universal

Jeeves Universal is based on a modern technology platform and is through its openness an efficient platform for web applications and e-commerce. The unique design preserves all customer adaptations with every version upgrade. The technical platform is Microsoft Windows NT/2000/XP/2003 and Microsoft SQL Server.



Jeeves Make your business smarter