



Make
your
business
smarter

"We wanted a system to grow with"
PIAB



“We wanted a system to grow with”



PIAB is an extensive user of Jeeves ERP system, making use of all its components to support their business of today. As the group has grown internationally and taken over resellers in various countries, Jeeves' solution for managing transactions between the companies within the PIAB group – Jeeves Inter Company Transaction (ICT) - has been the key to a successful integration of the businesses in Europe and Asia.

PIAB is a global leader in industrial vacuum technology that develops and sells solutions for improving productivity and working environment in the graphical, medical and automobile industry, among others. Being a global leader entails designing, constructing and installing vacuum solutions in all corners of the world. PIAB's organization is therefore spread widely with subsidiaries and distributors in more than 50 countries. The headquarter is located in Täby, outside Stockholm, Sweden.

HIGH DEMANDS OF FLEXIBILITY AND ADAPTABILITY

PIAB was established already in the 1950s and is a continuously expanding and developing company. As the business grows, the demands on the ERP system to ease business operation also grow, both at the headquarter in Sweden and at the subsidiaries. In the beginning of the 2000s, PIAB's old, relatively non-modern ERP system in Sweden needed to be replaced. The ERP systems on the market were carefully evaluated and the choice was made in favour of Jeeves.

“There were several other competent ERP systems that fulfilled our needs. However, Jeeves offered us a system capable to face our company's future challenges. At the same time, Jeeves and its partner understood our business and our needs,” says Stig Andersson, responsible for the Jeeves project at PIAB.

HIGH FUNCTIONALITY, BUT STILL SIMPLE

PIAB implemented Jeeves in the entire Swedish operation. Today, PIAB in Sweden has a high Jeeves user competence level and runs a complex business with a large number of transactions. PIAB has high expectations on their ERP system and needs to quickly be able to search for information to provide relevant reports for decision making. PIAB reckons to have a competent ERP system with high functionality to ease both the daily work and the possibilities for integrated control and business development.

EFFICIENT SUPPORT FOR GLOBAL BUSINESS

In 2006, PIAB was acquired by the risk capital firm Altor. They introduced

a new growth strategy and a large number of international resellers were acquired to strengthen the distribution channel. Together with their Jeeves partner, PIAB adapted and implemented a comprehensive solution including Inter Company Transaction (ICT) management between subsidiaries, central inventory and parent company. ICT's central feature is to reduce the number of manual registrations in the system. When an order is registered the information is stored in a central database. Order acknowledgement, purchase order and invoicing is then made automatically.

"The logistics flow is the key to success in our growing and increasingly internationalized business," says Stig Anderson. "The solution for transaction management between our companies – Jeeves ICT – is the most important feature in our ERP system. Today it controls and manages our entire European operation. We have a central inventory in Belgium and our resellers can easily check inventory balances and order pumps and components."

Centrally, the ICT gives an integrated picture of the inventory status, which improves PIAB's production planning. In Germany alone this has led to savings of more than 60% in faster deliveries, reduced capital tie-up and less administration. In the future, PIAB plans to introduce similar solutions in the American business.

"WE BUY THE TECHNOLOGY BEHIND JEEVES"

"Buying Jeeves was also buying the idea behind Jeeves technique," Stig Anderson points out. "Jeeves' technique allows for easy integrations and fast upgrades to new versions of Jeeves."

Jeeves differs from most other systems since the logic is not based on source code. Instead Jeeves' logic is stored in a database, which makes Jeeves very simple to integrate with other systems. Furthermore, Jeeves stores all adaptations in a separate database. That leaves PIAB's adaptations intact when upgrading the standard system. A new version can easily be installed and existing adaptations are automatically applied.

"JEEVES' FUTURE IS LOOKING BRIGHT"

PIAB has been a user of Jeeves for three years and is very satisfied.

"Things are looking bright for Jeeves," Stig Anderson finishes. "Jeeves has developed close relationships to its partners and customers, which makes the product development intact through the chain. I feel that Jeeves listens to us as customers and considers our needs when developing their product concept. That makes it possible to grow safely with Jeeves!"



in focus

PIAB

Innovators in
Vacuum Technology



PIAB – GLOBAL LEADER WITHIN INDUSTRIAL VACUUM TECHNOLOGY

PIAB was founded in 1951 and is today a global leader within industrial vacuum technology. The company develops and sells solutions and application oriented consultant services, that improve the processes of product and material management for vacuum users in several areas, such as graphical, medical and automobile industries.

PIAB's brands are COAX (technology for vacuum generation), DURAFLEX, VGS and PVS. PIAB Vacuum Academy (PVS) is a theoretical and practical education within the industrial vacuum technology that PIAB offers customers, suppliers and employees around the world.

FACTS:

TURNOVER 2007:
43 M EUR

NO. OF EMPLOYEES 2007:
282

JEEVES USER SINCE:
2005

JEEVES VERSION 2008:
9.2

NO. OF USERS:
185

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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.

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