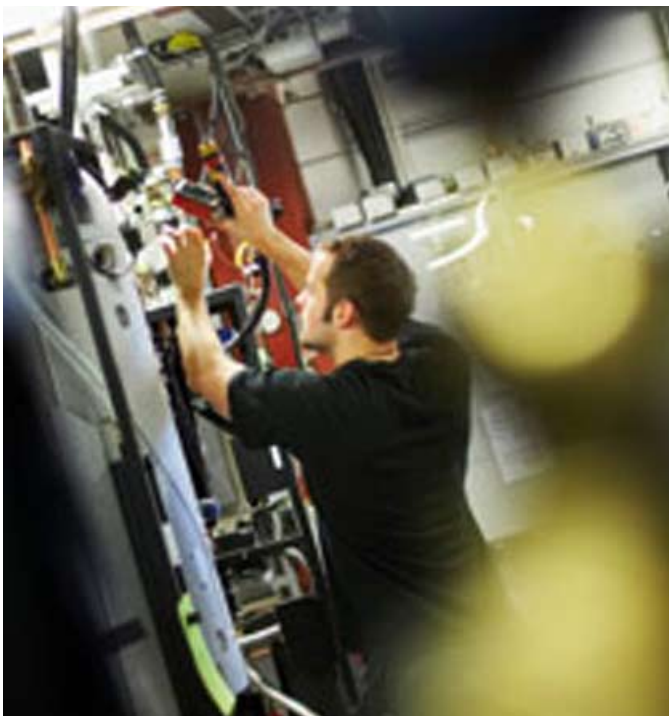




Make  
your  
business  
smarter

"The most value for the money"

IVT



# "The best and most value for the money!"



*"Jeeves is the best ERP system for us", says Mathias Ristl CIO at IVT. "We are a company under continuous development and growth. Jeeves is a necessity for this. In addition, Jeeves has the unbeatably lowest total cost of ownership compared to other systems!"*

## **THE ERP-SYSTEM FOR GROWING COMPANIES**

IVT manufactures and sells heat pumps for houses and properties. The company is one of Sweden's fastest growing with an average growth of more than 12% per year over the last ten years. During 2007 IVT is expecting a turnover of EUR 150 million and the goal is to achieve an annual growth of 11% in the next three years. IVT has approximately 470 employees.

"Our success is based on constant production and distribution development to continuously adapt our offer to the market. We have also made successful acquisitions", says Mathias Ristl, CIO at IVT. "A flexible ERP system that easily can be adapted and serve as support to our development is a necessity for our success!"

## **A NEW WAY OF THINKING**

Mathias Ristl became the CIO of IVT in 2004. With a consultant's background and a long experience of traditional source-code based systems with well-known platforms such as AS/400 and DB2, he was at first sceptical of taking on the responsibility of a Windows based ERP system to support a billion dollar corporation. Today Mathias Ristl is convinced.

"Using Jeeves is a strategic choice, and if the decision is mine, Jeeves will be with us for a long time to come", he says.

## **ADAPTABLE AND FLEXIBLE**

Up until 1999, IVT used a small ERP system lacking certain functionality, such as a comprehensive support for production. In connection to an acquisition, IVT therefore decided to replace their system with Jeeves for continuous development. During the 2000s the business has had a rapid growth and development. Today, IVT has operations in many countries, e-commerce and a new owner - Bosch - demanding quick reporting and easy integration with SAP. Jeeves has handled the transition perfectly and has quickly and smoothly adapted to the new operational demands. Mathias Ristl is proud to tell about how the German colleagues are amazed over how flexibly, easily and cost effectively IVT and Jeeves manage the development of the ERP system.

### **"WE ARE LOOKING FORWARD TO THE NEXT UPGRADE"**

"Upgrading Jeeves does not drain resources from the organization", Mathias Ristl points out.

An acquisition in Finland 2006, caused an acceleration of the Jeeves version 9 upgrade. It was important to quickly gain "multi-company-functionality" and integrate the Finnish company into the operation.

"This proved one of Jeeves important strengths", says Mathias Ristl. "It took one week to upgrade Jeeves and five weeks to test and adapt the seven surrounding systems. A large part of the upgrading was accomplished internally. Our Jeeves partner contributed and supported the most critical areas. It was a successful upgrade with a cost, including hardware, under EUR 100.000. Meanwhile, we also managed to build a functioning e-business!"

This fall, the next version of Jeeves will be introduced.

"We do not hesitate to upgrade to the new version, as soon as Jeeves is ready", says Mathias Ristl.

### **JEEVES LISTENS**

"Jeeves listens to me as a customer", Mathias Ristl says and tells more about the new version of Jeeves.

IVT has high demands on their ERP system, especially regarding security. Mathias Ristl has carried forward his ideas on how Jeeves can improve their product. Jeeves has listened. The next version of Jeeves will include a module using new security logic for managing authorizations. Mathias Ristl has been able to influence the content in the module through the network of customers and partners that Jeeves continuously has a dialogue with in order to develop their concept. The customers' needs have a great influence on the future of Jeeves.

### **LOW TCO GIVES MORE FOR THE INVESTMENT**

"My time at IVT together with Jeeves, has made me change my opinion regarding the requirements of an ERP system", Mathias Ristl admits. "Jeeves has shown me the actual meaning of a low total cost of ownership. Upgrading and modernizing is no longer an obstacle and doesn't consume the entire IT-budget. And IVT's regular business can continue as usual. An average IT-department can manage most of the operations and adaptations in-house, without using external consultants. Most importantly Jeeves is a sharp system providing the users with adequate information. Jeeves is the most cost effective alternative and the best choice from a business point of view."



in focus



**FACTS:**

**TURNOVER 2006:**  
**150 M EUR**

**NO. OF EMPLOYEES 2006:**  
**470+**

**JEEVES USER SINCE:**  
**1999**

**JEEVES VERSION 2006:**  
**9.0**

**NO. OF USERS:**  
**200+**

**IVT - EUROPE'S LEADING DISTRIBUTOR OF HEAT PUMPS**

For more than 30 years IVT has developed the technology to reduce energy consumption for the benefit of the environment. By offering the widest range of heat pumps on the market, they provide a solution for efficient energy savings for all types of houses and blocks of flats.

IVT's business concept is to supply heating and cooling in a way which saves energy and conserves the environment more effectively than other energy solutions. The company sells their products to house owners and to owners of medium-sized properties via a network of expert, trained dealers.

IVT is a company in the Bosch group's Division Thermotechnik. IVT Industrier has production facilities in Tranås and Katrineholm, Sweden.

**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