



Success Stories

Case: Sapa Group

How pVelocity Helped Sapa Grow and Enhance Profitability through Insight, Analysis and Collaboration

Sapa — Aluminum Profiles

Sapa develops, manufactures and markets value added aluminum profiles, heat exchanger solutions and building systems.

Sapa's 13,000 employees serve customers in the building, transport, engineering and telecom industries.

Business Complexities

As a result of multiple acquisitions, Sapa had inherited a mixed assortment of ERP systems. This made it hard for group managers to get a consistent view of operating and financial data, and even harder to compile meaningful reports. On top of this, Sapa operates in a complex manufacturing environment. The company produces thousands of products for customers in a cyclical, made-to-order marketplace, which calls for fast, informed reactions and decisions.

Business Challenges

Operational and financial managers at Sapa could not make optimal use of the information in the company's scattered ERP systems.

Visibility was poor, and the data they were able to extract was often inconsistent, contradictory and limited. It was becoming increasingly clear that the company needed sophisticated pricing and profitability insight from a single, immediately accessible source. This would help business managers make quick, informed decisions about customer and product portfolios in an operating environment that can change from one day to the next.



pVelocity's Profitability & Cost Simulation Software

To solve Sapa's challenges, pVelocity provided the company with a seamless source of data across multiple systems, including customized access for more than 200 users. Business managers now have the profit visibility and predictive analytical capabilities to find and interpret data from anywhere in their enterprise systems. Most importantly, they can immediately access pVelocity's Cost Simulator, which enables them to model multiple scenarios and test their effects on projected customer, product and asset profitability.

With the ability to identify opportunities across the business, and to collaborate online with colleagues to implement corrective actions that meet business objectives, Sapa has been able to make significant improvements to customer, product and asset profitability.

"pVelocity has become a critical part of our everyday decision making and profit optimization activities. Its value is not only measured by its use in almost all areas of the business, but also in our bottom line."

Mark Doig, Director, Strategic Sales & Marketing, Sapa Extrusions

To learn more about how others have benefited from immediate, precise insight into projected product and customer profitability:

- Visit www.pVelocity.com
- Read more Case Studies
- Sample a Simulation