

CUSTOMER PROFILE

Governair

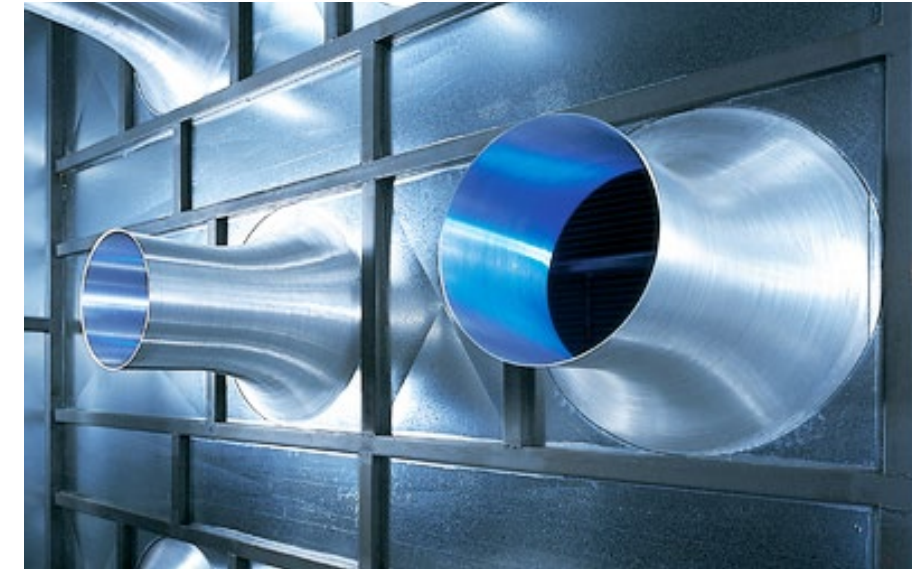


Governair has been an industry leader in the design and manufacture of HVAC systems since its founding in 1937. From the first window air conditioning units to bear the Governair name to the world-class, integrated air handling systems engineered today, the Governair brand is both a pioneer and standard bearer in the HVAC market.

www.Governair.com

Industry
Industrial Equipment

Headquarters
USA



Business challenges

- Standardize and streamline all business processes, including order entry, bill of materials (BOM) management, parts forecasting and replenishment, and inventory management.
- Secure a scalable, well-integrated system to ensure top operational efficiency.
- Reduce number of customized processes.
- Stay competitive in tough economic climate and boost customer satisfaction.

Solution

Infor® SyteLine

Disparate systems constrained business. Needed to graduate to a cycle count inventory system, connect order entry system to accounting, better schedule subassembly tasks, and diligently track labor.

Results

- Grew revenues from \$21 million to \$35 million in just two years, despite 40% drop in core commercial construction market..
- Eliminated physical inventory to save \$300,000 annually; cut time to create, manage, and relieve a BOM by 30%; saved 40 hours a week of duplicated order entries (equaling \$50,000 annually); and improved scheduling of tasks and tracking of labor.
- Gained real-time visibility into details of all business processes.
- Saw much improved customer satisfaction and loyalty.

“

With Infor SyteLine, we’ve already seen a great return, saving \$50,000 annually. We’ve also reduced financial statement preparation by **7 hours each month**, and cut physical inventory **from weeks to 2 days**, expecting to do a true cycle count soon and save over \$300,000 a year.”

Jeff Forman

Vice President and General Manager
Governair

