



Microsoft Dynamics Implementation Analysis

Saint-Gobain Construction Products Poland Sp. z o.o. replaced in subsidiaries SAP Software by Microsoft Dynamics AX system.



4Summary

Country: Poland

Sector: production of insulation materials for construction and cardboard-plaster plates.

Client's profile

Saint-Gobain Construction Product Poland Sp. z o.o. is part of Saint-Gobain Group - a leader in the manufacture and distribution of building materials. The Group is a global leader in branch of insulation materials solding under the brand ISOVER and a global leader in the production of cardboard-plaster plates, solding in Poland under the brand RIGIPS.

Solution

After purchasing the company RIGIPS and combined it with the company ISOVER in one legal entity it was decided to implement a new ERP system in one organism. Given the choice used in the combined company systems, SAP R/3 and Microsoft Dynamics AX, the company decided to choose the second one. At the same time was selected compaas an implementation, the former partner of INTEGRIS.

Jednocześnie wybrano jako firmę wdrożeniową, dotychczasowego partnera INTEGRIS.

Benefits

- Integration of the platform supporting business management
- Availability of information on the entire company in a single system
- Unification of processes in companies with leaving their separate runs, where there is some business reason

“The implementation of Microsoft Dynamics AX (Axapta) gave us a possibility of fundamental improvement in manufacturing and logistic processes. The rapidly growing number of users of the system in our company is the best proof of its usefulness.”

Marek Wiśniewski, IT manager, SG Isover Polska

Saint-Gobain Construction Products Poland Sp. z o.o. with the seat in Gliwice was established on 1 April 2008 from the consolidation of Saint-Gobain Isover Poland Sp. Ltd., leader in the manufacturing industry of insulating materials, with Rigips Poland-Stawiany Sp. z o.o., a producer of cardboard-plaster plates. The company belongs to an international capital group Saint-Gobain, which includes over 1,300 companies in nearly 60 countries around the world, employing in total over 200 thousand employees. Saint-Gobain derives from a glass factory, which was established in 1665 by Colbert – a financial advisor of the king of France, Louis XIV. At present it is a versatile corporation manufacturing technologically advanced materials that are widely used in the building industry and developing new generations of high quality products to be used in the future in different climatic zones. Saint-Gobain is a world leader in the production, processing and distribution of glass, building and technological materials, e.g. plastics, ceramics, coated metals, etc. At present Saint-Gobain Construction Products Poland Sp. z o.o. is a leading manufacturer of insulation materials from glass wool and rock wool in Poland using state-of-the-art technologies and production lines.



„Bringing together several companies of sector, Saint-Gobain Construction Products Poland guarantee a unique offer on Polish market of building materials, through which we can serve better our customers and continue our growth”

Nicolas Suret, President Saint-Gobain

Construction Products Poland

Company's situation

Saint-Gobain Isover Polska Sp.z o.o. is a leader in the production and distribution of glass wool and mineral wool materials for thermal, fire and acoustic insulation and also a member of an international concern, Saint-Gobain.

The company was established in 1993. Initially it was established in Warsaw as a sales agency of Gullfiber AB from Sweden. At the time the company's business objective was the marketing and sales of Gullfiber insulation materials in Poland. The Polish agency was so successful in the business that they decided to build a factory. In 1996 the biggest strategic investment outside SSE was made – the purchase of a mineral wool insulation factory from Polinova Company in Gliwice. This involved transformation of Gullfiber Polska Company into a production and sales enterprise. There was also a wide range of further changes: modernisation of the rock wool line and increasing the insulation parameters of readymade products. In view of those changes the company also offered new vacancies, simultaneously concentrating on the improvement in work conditions and safety.

In February 1999 the seat of the enterprise was moved to Gliwice and as early as June that year a glass wool production line started work – the first line of the type in Poland using a state-of-the-art highly efficient glass defibration technology.

October 2000 was a breakthrough moment for the company when it changed its name from Gullfiber Polska to Saint-Gobain Isover Polska, which was the consequence of joining the world concern Saint-Gobain.

The following years meant for Isover Polska a period of very intensive development. In 2001-2002 more production lines started work: Fasoterm and Ventilam Alu, and a world state-of-the-art glass defibration technology Thermistar was introduced. Simultaneously the company put a very big emphasis on their products' safety to users and the environment.

At present Saint-Gobain Isover Polska is an expert and a leading manufacturer of glass fibre and rock fibre insulation materials in Poland.

Rigips company exists on the Polish market since 1994. The company is a supplier of high quality systems and solutions for building comfortable, friendly and safe designs. Rigips offers customers partition walls, attics, wall claddings and suspended ceilings. Rigips solutions ensure the highest quality of both residential and office surface finish, high acoustic comfort, fire safety, safe for human health and ecological material - Rigips boards are manufactured from natural gypsum stone, mined from its own quarry. Rigips possess a modern production factory of gypsum boards in Szarbkow (province Swietokrzyskie). In addition, the company includes two factories of polystyrene production located in Niegoslawice and Lomza.

After purchasing in 2006 the company Rigips-Stawiany Poland Sp.z o.o. by Saint-Gobain group, it was decided to create a new organization that would group the enterprises operating in construction materials' production under the name of Saint-Gobain Construction Products Poland Sp. z o.o. This organization took over at once 4 production enterprises located throughout the country, employing several hundred workers.

“Proceeding to implement system we assumed that one of the risk factor can be a commitment of Rigips employees to currently using SAP R/3. But it turned out that users adopt positively to Microsoft Dynamics AX, recognizing it as a more intuitive and easier to learn”

Ph.D. Arkadiusz Zimniak, head of implementation from Integris side

Solution

One of the targets of establishing a new company was the integration of factories that so far operated separately with maintaining their business distinction. Rigips enterprises were working on ERP system of SAP company, whereas Saint-Gobain Isover implemented Microsoft Dynamics AX several years earlier. Microsoft Dynamics AX is used in a wide range of functionality: it support the processes of admission sales orders, production planning and accomplishment, organization of transport, warehouse management and purchasing. The system is also used in the scope of accounting, calculating customers and suppliers along with fixed assets service.

Positive experience of working with Microsoft Dynamics AX resulted in electing this system as common platform for the entire combined organization. As a partner assisting in the system implementation in new organization was chosen INTEGRIS.

Due to scale of implementation it was decided to carry out the implementation in full implementation cycle, ie, including phase of analysis and modeling. The aim was to unify the processes in companies and at the same time leaving their separate runs, when there is a business argument and when it helps to obtain better efficiency. Together with the first phase of implementation, staff of Saint-Gobain carried out in cooperation with INTEGRIS an upgrade of Microsoft Dynamics AX to the latest version 4.0 with full data transfer and modifications made previously.

Microsoft Dynamics AX was implemented with full scope of functionality used so far and additionally were made interfaces to exchange data about production and material consumption with the outside system monitoring the work of the cardboard-

plaster plates line and also with the MP2 package used in Rigips, supporting management of traffic maintenance.

Benefits

Microsoft Dynamics AX was implemented with full scope of functionality used so far and additionally were made interfaces to exchange data about production and material consumption with the outside system monitoring the work of the cardboard-plaster plates line and also with the MP2 package used in Rigips, supporting management of traffic maintenance.

Implementing Microsoft Dynamics AX throughout the company, the board of Saint-Gobain Construction Products Poland Sp. z oo was led mainly by opportunities which it offers in the scope of supporting business process management, as well as positive experiences flowing from years of work with the system. At the same time it allowed a part of the company, previously working in the SAP, to use external systems integrated with Microsoft Dynamics AX, such as, Business Intelligence tools for example. According to Mr Marek Wisniewski, Head of IT, "Microsoft's SQL Server with OLAP extensions used by us is an excellent platform for the multidimensional data analysis. Full integration of AX with this system provides us with virtually unlimited opportunities".

Implementation of Microsoft Dynamics AX has facilitated the integration of enterprises forming a new company, and also allowed to carry out organizational changes to optimize the work of the company

Microsoft Dynamics

Microsoft Dynamics is a family of integrated, adaptable solutions supporting management. These solutions help

More information

Information about Microsoft products and services you can get by contact with polish division of the firm:

Microsoft Sp. z o.o.
Al. Jerozolimskie 195 A
02-222 Warszawa
tel. +48 (22) 594 10 00
fax +48 (22) 594 14 01
<http://www.microsoft.com/poland>



IntegrIS company has longest experience in implementations of Microsoft Dynamics systems in Poland. IntegrIS is a winner of the titles: „Partner of the Year,” „Competent Partner”, „Platinum Disc”.

More information about INTEGRIS company products and services you can get by contact with the firm:

INTEGRIS
ul. Lutycka 1
60-415 Poznań
tel. +48 (61) 868 15 31
fax +48 (61) 868 15 49
<http://www.integris.pl>

©2006 Microsoft Corporation. All rights reserved.

This case study is only for information purposes. NO STATEMENTS INCLUDED IN IT OR CONCLUSIONS DRAWN FROM IT CAN BE UNDERSTOOD AS A GUARANTEE FROM MICROSOFT CORPORATION.

Microsoft, Navision, Windows Server System are either the trademarks of Microsoft Corporation or reserved trademarks registered in the USA and/or in other countries.

The current names of the enterprises and products mentioned in this text may be reserved trademarks of their proprietors.

managers and the staff of companies to make business decisions. Microsoft Dynamics works in the same manner as widely known Microsoft software, e.g. Microsoft Office, which means quicker and easier study of system usage and it enables to concentrate on relevant aspects of doing business. As these solutions come from Microsoft, it is easy to make them work with the systems already used in the company. By automation and optimization of the processes connected with finances, relations with the client and a chain of deliveries Microsoft Dynamics connects and brings people, processes and technologies closer increasing in this way productivity and effectiveness of the business and it helps to make a success.

More information about Microsoft Dynamics solutions:

<http://www.microsoft.com/poland/dynamics>



Software and services

- Products
 - Microsoft Dynamics AX