

Edmund Optics Global Implementation using United VARs



QUICK FACTS

- Location: Barrington, NJ
- Industry: Manufacturing -Hi Tech
- Products: Optics, Imaging & Photonics Technology
- Revenue: \$120 million USD
- Employees: 700
- Web Site: www.edmundoptics.com
- Solutions: SAP Business All-in-One with EzMed
- Partner: Answerthink / United VARs

Edmund Optics (EO) is a leading producer of optics, imaging, and photonics technology. Supporting the R&D, electronics, semiconductor, pharmaceutical, biomedical, and military markets around the globe; EO products are used in a variety of applications ranging from DNA sequencing to retinal eye scanning to high-speed factory automation. EO's state of the art manufacturing capabilities combined with its global distribution network has earned it the position of the world's largest supplier of off-the-shelf optical components.

Objectives

- Fully integrated CRM with excellent quoting functionality including parametric configuration.
- Well secured and fully functional interaction with EO's web site with linked order entry.
- Fully integrated PLM for approximately 30,000 items.
- Full support of its make-to-stock philosophy with MRP and state-of-the-art intermittent-demand forecasting tools
- Database extraction, business intelligence reporting, and dashboards.

Why United VARs

- EO decided on an SAP implementation utilizing a global model and consisting of multiple roll outs
- EO used Answerthink and other United VARs partners to extend their solution outside the US
- By leveraging the United VARs partnership, EO was able to take advantage of global resources well versed in the similar approach and solution to best leverage and work with the Answerthink provided solution

Involved Partner from United VARs

- IPS / Japan



Why SAP

- Fully Integrated Solution to support worldwide operations, including multiple currencies and languages.
- Preconfigured solution based on best practices driven by ASAP - SAP's powerful implementation methodology.
- SAP provides organizations, like Edmund Optics, capability to implement the same process across their worldwide operation.
- Long-Term Strategic Partner
- Global Capability reach via United VARs to leverage a consistent approach and solution

Benefits

- Improved operational visibility across EO facilities.
- Solid foundation for future initiatives which will improve operational effectiveness & control.
- Standardized business processes across the organization.
- Worldwide better visibility of all inventory company wide as well as updating of pricing.

Customers Say it Best . . .

"Answerthink and the United VARs network provided the global footprint necessary for Edmund Optics to launch SAP in 10 locations in 7 countries around the globe."
Jeff Harvey, Sr. Director of IS