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Case Stories

Lagerstedt & Krantz makes global ERP System change

For several years, Advince has been a strategic partner to the *LK Group* for managing IT applications and IT Governance. The last assignment was to project manage a change of ERP and MRP applications for all Group companies.

- The Group's transformation from being a traditional trading company to having an increasing internal own production of products requires change in routines and system solutions, says Dan Paradell, CEO.
- He continues: It's been comforting to have Advince as a guide for us in the immense changes we've made in the past 18 months.

The LK Group consists of 16 companies, operating internationally within the Heating, Plumbing and Shipping industries as well as support businesses in real estate management and finance. The group has over 250 employees, six business areas and products increasingly sold in Europe, Middle East, Asia and USA.

Total IT Makeover at Finnish Delete Group

Delete is a fast-growing company specialized in environmental services for industry, property management and construction. Majority-owned by Private Equity company *Axcel*, Delete has 700 employees and a turnover of €100 Million.

Axcel acquired Delete in 2013 and Advince supplied the IT part of the Due Diligence (DD) process. There were major needs in IT already identified. Delete were aware of problems caused by many different applications, such as four financial control packages, master data spread over many systems and also limits in coherent management information.

Advised by Advince, Delete chose to replace more or less all legacy systems with one, modern ERP package, Microsoft Dynamics AX. Delivered as a cloud-based service by vendor.

- Jussi Niemelä, Delete CEO: The ERP project has delivered well in level with our expectations. Advince drew our IT Road Map, helped us select system and vendor, contributed to the project planning and was on the Steering Committee of the project the first 12 months.
- Lars Österbeg, Partner at Axcel: I always get nervous when our portfolio companies start major ERP projects – we have all heard of budget and time plan overruns, business and invoicing grinding to a halt and so on. The Delete project, however, was executed on time and with only small adjustments to the original budget.

Advince helps Sida

Thanks to the recently signed framework agreement with *The Swedish National Financial Management Authority (ESV)*, Advince has conducted a requirements analysis, procurement and contract negotiations concerning a new ERP system as well as a purchasing platform for *The Swedish International Development Cooperation Agency (Sida)*.

- We are pleased with Advince's professional consultants. Their efforts in introducing a new ERP system on Sida has worked out well, says Sara Haglund, Project Manager for the *Eken Project*.

Sida is a government agency working on behalf of the Swedish parliament and government, with the mission to reduce poverty in the world.

Other and ongoing projects

- Advince is proud to inform about our new partnership with *Global Post Merger Integration Partners (PMI)*. PMI is a global network of more than 20 Partners spread all over the world and within depth, hands on knowledge and competence within Post Merger Integration. They have experience from more than 250 M&A's. Advince will bring competence to PMI about carve outs and integrations of IT-landscape, applications and HW.

- A BI project, which includes both operational and financial KPI's, has been initiated at a market-leading international service company that creates healthy indoor environments with an expertise in preventive pest control.
- During 2015 Advince helped *Nille*, a Norwegian discount retail chain, move their applications and data to an external cloud platform in order to get a scalable IT-solution. The sourcing partner is also responsible for the operation of the entire solution. In Swedish magazine Verkstadsforum (issue 7 2015) CFO Børre Opsah says: By freeing ourselves from the operation and maintenance of computers and servers, and purchasing standard services that do not depend on individuals and are easy to scale according to our needs, it will become easier to develop Nille in the future.

Advince in Media

Seminar on M&A with Global PMI Partners

Advince held, together with Global PMI Partners, a successful seminar with the topic *M&A – how to succeed with people and digitalization?* Filip Ekstrand, Advince, started out with presenting the latest news about increased merger costs when neglecting IT during the Due Diligence phase. Then Michael Holm, PMI, continued about the challenges merging different corporate cultures. This is something that many M&A corporates are aware of but often start with too late in the acquisition process. The seminar ended with a panel discussion between telecom company Ericsson's former HR Manager Marita Hellberg, Arcus former CEO Otto Drakenberg and Senior Advisor at Private Equity company Axcel Lars Österberg, which gave in depth knowledge about the challenges with M&A especially in the "people and IT area".

On top of that, Advince and Global PMI Partners are hereby inviting you another seminar, April 26th, save the date!

Seminar and new Advince service: Purchasing Analysis

Advince, in partnership with *Unit4*, arranged a breakfast seminar with the theme *Efficient Purchasing*. The seminar was held February 11th and attracted around 30 visitors from various companies and industries.

Advince presented our new product *Purchasing Analysis*, and a process industry business case.

Advince's Purchasing Analysis helps companies to take control over their spend and helps create a more efficient purchasing process.

Advince in ERA on the Energy Industry IT-challenges of today

In the November issue of ERA – the largest Electricity Market magazine in Sweden and Scandinavia – Advince through Filip Ekstrand describes the IT-challenges in the Energy Industry:

- Historically, IT issues and costs haven't been prioritized in the energy industry. There has been a lack of IT Governance and Strategies, and a general ad hoc-behavior regarding purchasing new systems and applications. In fact, after working with several companies in the industry, our observation is that the larger the company the higher the IT cost is per user i.e. reversed economy of scale.

Advince's experience is that more efficient IT solutions can significantly cut costs. With more generic ERP-systems that are relatively cheap and easy to use, energy companies can potentially reduce their IT costs by a third.

Advince in CS on Business Intelligence (BI)

Access to free and reliable public data is one of the reasons Sweden is at the forefront of the BI systems market.

- In Sweden we are exceptionally talented when it comes to BI, says Filip Ekstrand who has been in the industry since the mid 90's and is now a senior partner at the consulting company Advince.

Read the article [here](#) (in Swedish).

The World of Advince

New Recruitments

On September 1st, *Niklas Elm* joined the Advince team as a senior consultant. Niklas has a background of management roles in the area of purchasing and logistics. Previously defined benefit employee of *Nordkalk*, *Stoneridge Electronics* and *Emerson Network Power*.

New in our Consultant Network is Tim Sönderskov. Tim has a background as CIO at *Philip Morris International*. Today Tim acts as an IT consultant and has his main technical expertise in SAP R/3.

Advince wishes both Niklas and Tim most welcome to our team!

Athletic Achievements and Musical Notes

Filip Ekstrand had a busy Christmas with his choir Tibble Vokalensemble. They performed *Advent Songs* and 1st part of Bach's *Christmas Oratorio* in Tibble Church, Täby. Earlier last year they performed Orff's *Carmina Burana*.

Filip's veteran hockey team *Viggbyholms IK* defeated *Österåker Jurassic* with 3-1 in a "ready-to-rumble" game on Oct 17th.

In 2015 Nils Bergel followed out his third *Stockholm Marathon* (3.30.34) and his thirteenth cross-training race *Lidingöloppet*, 30 km (2.33.43). For Nils, the past year also included various concerts projects and some commissioned musical transcripts.