

## SAP Customer Success Profile High Tech



## FKI SWITCHGEAR

### AT A GLANCE

#### Company

- Name: FKI Switchgear
- Locations: Massillon, Ohio and Norfolk, Virginia
- Industry: High tech
- Products and services: Magnetic actuated circuit breakers
- Revenue: US\$8 million
- Employees: 22
- Web site: www.fkiswitchgear.com
- Partner: Long Business Systems Inc.

#### Challenges and Opportunities

- Integrate sales, financial, and operational functions across multiple U.S. locations
- Communicate financial results to UK parent company

#### Objectives

- Replace QuickBooks financials and various manual processes with integrated functionality
- Provide all locations with visibility into one centralized information source

#### SAP® and Partner Solutions and Services

- SAP® Business One application
- Microshop manufacturing software from CDI

#### Implementation Highlights

- Achieved implementation success while U.S. locations underwent significant structural changes
- Implemented a single financial solution for all of the company's U.S. operations

#### Why SAP

- Required solution that tracked inventory, manufacturing, and sales processes
- Needed full integration for complete user access at multiple locations

#### Benefits

- Garnered simplified communication process by implementing a centralized solution
- Enabled software implementation and transfer of manufacturing to company's U.S. facilities simultaneously

#### Existing Environment

- Intuit QuickBooks
- Microsoft Excel and Microsoft Word

As a leading manufacturer of indoor and outdoor medium-voltage distribution, marine, and transit switch gear, FKI Switchgear needed to integrate its sales, financial, and operational functions within its U.S. locations and be able to communicate financial results back to its UK parent. It successfully met its objective by deploying the SAP® Business One application.

**“SAP software has allowed FKI to add manufacturing capabilities to our U.S. facilities. Without an integrated planning solution, we could not have achieved the success of adding U.S. manufacturing content to three product lines. It simply would have been impossible without the SAP application.”**

Deborah Anderson, U.S. Operations  
Director, FKI Switchgear

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