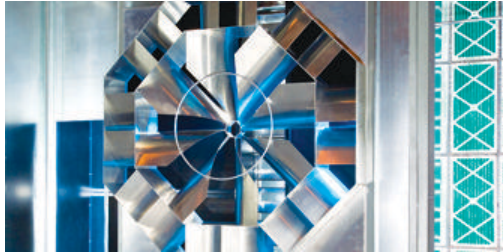




## Customer Profile

# Governair gains big savings and grows with Infor SyteLine



## Facts at a glance

**Solution:** ERP

**Products:** Infor™ SyteLine

**Industry:** Equipment

**Country:** USA

“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, VP And General Manager,  
Governair

## About the company

Governair® designs and manufactures heating, ventilating, and air-conditioning (HVAC) systems for commercial and industrial use worldwide. Based in Oklahoma City, OK, Governair has been the standard bearer in the HVAC market since 1937—from the first patented evaporative-cooled, self-contained air-conditioning units, to world-class, integrated systems today. To learn more, visit [www.governair.com](http://www.governair.com).

## 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.

## Benefits

- Grew revenues from \$21 million to \$35 million in just two years, despite 40% drop in core commercial construction market, with plan to reach \$50 million soon.
- 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, resulting in accelerated time to market, including integrating the process of managing sales of warranty parts to ensure customers receive replacement parts quickly.
- Automated and streamlined processes that increased productivity, including dramatically reducing errors in order entry and saving valuable time.
- Saw much improved customer satisfaction and loyalty.

“Our disparate systems constrained our business. We needed to graduate to a cycle count inventory system, connect our order entry system to accounting, better schedule subassembly tasks, and diligently track labor. With Infor, we’ve not only stayed competitive, but increased customer satisfaction and loyalty.”

—Jeff Forman, VP And General Manager,  
Governair

641 Avenue of the Americas    New York, NY 10011    800-260-2640    [infor.com](http://infor.com)

Copyright© 2013 Infor. All rights reserved. The word and design marks set forth herein are trademarks and/or registered trademarks of Infor and/or related affiliates and subsidiaries. All other trademarks listed herein are the property of their respective owners. This document is provided for informational purposes only and does not constitute a commitment to you in any way. The information, products and services described herein are subject to change at any time without notice. [www.infor.com](http://www.infor.com).

INF1230003-1244166-EN-US-0213-2