



## Aearo

How SAP Fax Packaged Service is helping personal safety specialist Aearo Ltd protect its SAP investment



An established SAP customer, personal safety equipment specialist Aearo Ltd spotted the potential to significantly reduce their accounts payable processing costs with the SAP Fax Packaged Service, one of the most popular packages in SAP's growing range of fixed price, fixed scope solutions. It was quick to deploy and by sending documents straight from Aearo's SAP system it's delivering huge cost savings across Europe - with a return on investment of only seven months!

Safety in the workplace and the home is becoming an increasingly important issue for governments, employers and individuals around the world. Indianapolis-based Aearo Corporation is a global leader in this growing safety industry, specialising in the hearing, eye, face, head and respiratory segments of the personal protection equipment market. With over 1,500 employees worldwide and net sales of £169.67 million in 2003, the company is particularly well known in Europe for its earplugs and safety glasses and has grown through a potent combination of industry-leading innovation and a continuing strategy of synergistic acquisitions. Following the acquisition and consolidation activity of recent years, Aearo now has sales organisations in all the major European markets and manufacturing facilities in Sweden and the UK. To create a common platform across all these operations and to assist future expansion, the company implemented SAP in 1996.

### SAP - the safe choice

"I was brought in originally to manage the merging of two computer systems following the acquisition by Cabot Safety of American Optical around 12 years ago," says Val Morgan, Senior Analyst/Programmer at Aearo Ltd, based in Poynton near Stockport in Cheshire. "Then in 1996 we decided to standardise on SAP across Europe, running on an HP platform and an Informix database located in the USA." The company is currently running SAP 4.7 Enterprise. We use the Sales & Distribution, Manufacturing and Financial modules and we're very pleased with it," says Val. "SAP is used by virtually everyone - warehouse staff, finance people, manufacturing and customer service. Although it can be pretty complicated, our users are happy!"

### A convincing business case for SAP Fax Packaged Service

Like all organisations, Aearo's business processes inevitably generate an enormous number of documents – with the attendant processing, printing and distribution

costs. In the UK alone it sends around 42,000 invoices, 6,600 purchase orders, 21,000 order acknowledgements, 6,000 statements or dunning letters and 1,500 remittance advices. To address specific business issues like this and reduce processing costs, SAP has developed a range of fixed price, fixed scope solutions that are quick to deploy and designed to deliver rapid and tangible returns. "We received a mailing from SAP about their Packaged Services, and the Fax Packaged Service in particular caught our eye," says Val. "A colleague and myself went to a Packaged Services Event in Leeds for a demonstration and met with Proceed." Having seen the potential benefits for Aearo, they arranged for Proceed (an SAP Packaged Services Partner) to make a presentation to the company's SAP 'super users'. "They were also suitably impressed," says Val, "and the next step was to involve our IT Director who's based in Sweden. He was convinced by the business case prepared by Proceed, which showed a return on investment based on just invoices and purchase orders of only seven months. The savings will be even bigger when you take into account all the other document types."



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Val Morgan ■ Senior Analyst/Programmer ■ Aearo Ltd

### Rapid deployment - rapid results

"SAP Packaged Services come with a 30 day delivery guarantee and cater for all company profiles," says Simon Key, Business Development Manager, Packaged Services. "In collaboration with our partners, they represent the rapid deployment offering for SAP customers. The implementation of SAP Fax Packaged Service was really smooth and completed within two or three days," Val Morgan confirms. "It's already working like a dream,



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*and within the next month or so all six document types we've selected should be up and running. Whether they're generated here in the UK or at any of our other European operations they'll all be faxed from a single point here at Poynton. On average we generate over 77,000 documents in the UK and you can probably double that for the whole of Europe — so although it's too early to measure accurately, the cost savings should be vast!"*



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