



**"Knowledgeable, professional with a sense of urgency to meet our deadlines made the decision to work with Solutions Plus Partnership, one of the best decisions I made for the business. Being a locally based company was an added benefit along with their 'can-do' attitude to meeting our demanding requirements."**

Mr Elio Franco  
Managing Director, IMP Electronics Solutions

## **SOLUTIONS+ SUPPORTS IMP TO TRANSFORM BUSINESS PROCESSES AND ENABLE GROWTH**

IMP is a recognised leader in the supply of a range of key components used in the development and manufacturing of electronic products. In 2014, Solutions+ helped IMP with a business optimisation and SAP Business One implementation project. This has enabled a 25-50% growth with significant gains in efficiency and without any additional staff.

Currently IMP employs 12 people in its Adelaide and Shenzhen offices. IMP has over 450 customers in Australia, New Zealand, USA, Canada, Malaysia, Korea, China and Singapore, including many well recognised defence, medical and HVAC organisations to supply and source products.

### **Challenge:**

- IMP required a new business system following a management buyout from Codan Limited.
- IMP had been using 4 separate programs and many spreadsheets, all of which could be consolidated into SAP Business One.
- An intuitive yet comprehensive solution was required to cater for CRM, exchange rate variants, freight costs, linkage of the sales and procurement process, supply chain tracking and management, as well as customer complaints.

Minimal issues were encountered during the various implementation stages. Elio believes that Solutions+ have exceptionally good staff with a thorough understanding of business optimisation, with strong project management capability and transparency around expectations on both sides. The philosophy of Solutions+ is to be approachable and provide honest advice.

During the project, IMP and Solutions+ identified areas for improvements beyond the original expectations. Solutions+ was flexible and ensured these improvements were achieved to the benefit of IMP's staff and its customers.

### SUMMARY:

IMP Electronics Solutions (IMP) is a pioneer in the Australian Electronics Industry. Supplying key components used in the development and manufacturing of electronic products internationally.

### INDUSTRY:

Electronics

### WEBSITE:

[www.imppc.com.au](http://www.imppc.com.au)

### PROJECT OBJECTIVE:

- Integrate solution across all business functions
- Increase level of internal control and processes

### KEY CHALLENGES:

- Centralising 4 separate software programs into one system
- Ensuring documents and forms meet business requirements

The project outcomes provided by Solutions+ included having the project delivered **on budget, on time and as expected**. The provision of ongoing support post implementation, Elio described as excellent.

#### Impact:

- SAP Business One has allowed IMP to become an almost paperless office, through digitalisation.
- Using SAP Business One has provided IMP better management of freight costs.
- The solution also highlights if customers are on stop supply, therefore ensuring economic efficiencies and excellent customer communication.
- Running an international supply chain, IMP benefits from streamlined and consistent communication through SAP Business One, which allows its Chinese office access to readily available information, allowing seamless working operations.

Elio, further said, **'the reports generated are great. We are able to plan customer visits and the sales team can immediately pull up a 360-degree overview of the customer.'**

By using Solutions+ to optimise its processes, Elio Franco, Managing Director of IMP, stated '...there were benefits to using a consulting business and SAP Business One that we didn't know we needed until we saw it!'

IMP are now confident it has a software platform in place that will continue to support its growth well into the future.

**"I would highly recommend Solutions Plus Partnership to any organisation wanting to implement a new operating system or transition from an existing one."**

Mr Elio Franco  
Managing Director, IMP Electronics Solutions



#### WHY WAS SOLUTIONS+ SELECTED:

Understanding of business and local serviceability

#### IMPLEMENTATION HIGHLIGHTS:

Delivered on time, within budget and as expected

#### KEY BENEFITS:

- Growth of 25-50% without additional staff required
- Improved efficiencies
- Digitalisation
- Centralised and real time reporting
- Better financial management

#### IMPLEMENTATION PARTNER:

Solutions Plus Partnership (Solutions+)

#### SOLUTION & SERVICES:

SAP Business One



We focus on supporting business growth. You will not only have a business that is more profitable and is growing, but you will also learn continuous improvement strategies and techniques to further develop your business.

