



## ABOUT SEPTENTRIO

Septentrio designs, manufactures and sells highly accurate GPS/GNSS receivers, for demanding applications requiring accuracies in the decimetre or centimetre range, even under difficult conditions. Whether on the high seas or at high latitudes, in urban canyons or under canopies their receivers deliver fast, accurate and reliable positioning data.

Started as a spin-off of IMEC, Septentrio continues to use the most advanced semiconductor designs for low power, high performance, and disturbance mitigation. They work closely with KULeuven University and other highly specialised partners, including IMEC.

Septentrio builds long-term partnerships with their customers, to provide focused research and development, and customer services. It develops products that meet the needs of these customers, who benefit from Septentrio's deep understanding of the technology. For example, they have been involved in many programs for the European Space Agency.



## HIGHLIGHTS

- Visibility of operational performance on main business drivers
- Considerable business growth per annum underpinned by standardised processes
- Effective financial cost control
- No manpower increases, but more productivity and more projects
- Support for international projects, facilitating exports worldwide

## LEADING MANUFACTURER OF HIGHLY ACCURATE POSITIONING SYSTEMS IMPLEMENTS SAP TO REVOLUTIONISE ITS PROCESSES

### CHALLENGE

The company has grown consistently. Their business is complex, as they are developing many electronic and networking components and products, in a fast moving, high-technology market. It found itself with disparate systems covering different aspects of the business operation; finance, logistics, and production for example. These disparate systems were not integrated.

Septentrio wanted better visibility of operational performance and more effective control of their processes to support the growth of the business, their technological innovation and creativity. As a small to medium sized enterprise, financial and cost control is important. They determined that they needed an integrated solution to support this.

When evaluating possible systems, in addition to the requirement for total integration, Septentrio also wanted support for the manufacturing and production processes. The company not only manufactures-to-stock, but also manufactures-to-order. After evaluating a variety of systems, Septentrio determined that SAP was the optimum solution.

## SOLUTION

Septentrio considered several different implementation partners. SOA People put forward a pragmatic solution based upon a pre-configured system, incorporating best practices for high-technology businesses like Septentrio. SOA People recognised that Septentrio was a relatively small business, so this pragmatic approach resonated.

The implementation project, for Belgium and the US operations of Septentrio, was planned to take 9 months, on a fixed price budget. Finance, Control, Project System, Sales, Customer Service, Purchasing, Lean Warehouse Management, Mini HR for Timesheets and Production were all implemented on time and on budget. The project required 300 man days for consultancy by SOA People and a commitment of 390 man days by Septentrio.

Septentrio has a hardware design department that uses CADSTAR to design products, such as printed circuit boards and printed board assemblies. The design tool generates bills of materials and interfaces with SAP materials management and production modules.

The implementation of SAP for the US has now automated the intercompany transfer and billing process, as materials are shipped from Belgium to the US, for US based projects.

SOA People demonstrated they understood the high-technology business environment. They were able to speak the same language as Septentrio, and this contributed towards the successful implementation.

The implementation was surely made efficient by the fact that SOA People involved experienced senior consultants, with relevant domain experience. For example, purchasing, warehousing and sales was one consultant, finance control was another consultant. The small but focused team as such could support the end-to-end implementation.

SOA People has continued to work with Septentrio to enhance the SAP solution. This has included: integration with Salesforce, which was Septentrio's historical CRM system, enhancing the Customer Service operation to now include warranty and real-time service management activities, and the addition of overseas branch operations into the system to support Septentrio's international growth.

## BENEFITS

**Support for international projects, facilitating exports worldwide –**  
SOA People has delivered automated intercompany transfer and billing processes with SAP to support Septentrio's international growth, in the US and elsewhere.

**Effective financial cost control –**  
The integrated nature of SAP, coupled with specific functionality, such as faster Order-to-Cash conversion, has enabled Septentrio to maintain financial control and fund the growth of the business.

**Visibility of operational performance on main business processes –** The integrated solution from SOA People has ensured that Septentrio knows how it is performing, and that resources are being deployed effectively on all production processes, whether Make-to-Order or Make-to-Stock.

**Standardised processes that support business growth –** Business growth delivered by the same number of people. No manpower increases, but more productivity and more projects.



*The implementation of SAP for the US has now automated the intercompany transfer and billing process, as materials are shipped from Belgium to the US, for US based projects.*

## SUMMARY

*"The implementation of SAP by SOA People has delivered a great solution for our growing and complex technology business. Their knowledge of SAP and understanding of our business needs has ensured a successful project."*

Mrs. Ingrid Velghe, Director of Operations, Septentrio

## TECHNICAL DETAILS

- SAP version 6.0 enhancement pack 6
- SAP ERP Modules with FICO, SD, MM, PS, PP, CS
- CADSTAR integration
- Salesforce integration
- 38 users