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FASHION & RETAIL

## Customer Case Story

**ICCG's Deep Knowledge Of Infor M3 Helps  
SP Apparel Go-Live & Update Its Enterprise System  
Of Record In Under 7 Months**





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## Company Profile

SP Apparel has been making sports jerseys since 1999 and has developed a great expertise in the conception of creative designs, pattern making, sublimation printing as well as producing innovative personalized custom team apparel.

They sell more than 250,000 jerseys every year, into 27 countries, and for 110 customers including big names such as Nike, CCM, and Reebok.

Well-known in the hockey industry, SP Apparel also provides a wide variety of quality athletic uniforms for soccer, football, baseball, lacrosse and basketball under the brand name of SSP.



What differentiates SP Apparel from other apparel manufacturers in NA is not only very high quality products, but the ability to customize small quantity orders of jerseys to very specific customer needs. It's this scenario that also brings complexity in regards to their ERP.

SP Apparel employs 110 specialized employees focused on finding innovative approaches to making custom apparel that meets and exceeds customer needs. Products are made using state-of-the-art equipment in their plant and their know-how covers everything from design, manufacturing all uniform parts and shipping worldwide. Their uniforms are worn by professional teams at the junior, senior, college and Olympic levels—and by the kids who aspire to these teams. For more information visit [www.spapparel.com](http://www.spapparel.com).





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## Business Goals

- Business growth needed to be supported by an updated System of Record (ERP) providing agility, ease of use, and tailored functionality.
- The legacy system was at the end of support line with its provider and hence an update needed to be completed in a short period of time – 6 months.
- Modifications to the legacy system had to be lifted and shifted as well to ensure no disruption for end users.
- Cost effective and yet proven solution and solution provider was important to eliminate any risks with the update project.

SP Apparels had shortlisted Microsoft Dynamics365 with Fashion micro vertical bolt on from a local VAR, and Infor M3 – Industry vertical solution for Fashion.

SP Apparels selected Infor M3 as ERP solution and given the domain expertise and knowledge of Infor M3, ICCG as their implementation partner

## Solution

▶ [Infor M3](#)



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## Business Outcomes

- Update to Infor M3 latest version was facilitated in 6 months timeline - as per SP Apparels' needs.
- All modifications were lifted and shifted to the new version of Infor M3 and tested completely.
- Data conversion was very critical as it was important for SP Apparel to have all its data in the updated system.
- SP Apparel was supported by license management with Infor by Infor and overall cost effective implementation.

“ This was one of the best experiences I’ve had in so many IT projects that I’ve led in my career. “Besides offering me turn-key solutions, ICCG was honest and transparent and understood the application, provided great support, and most importantly, stuck to their word and delivered on-budget, on-time.

**Steve Berard**

Executive Vice President and Co-Owner  
SP Apparel

[www.spapparel.com](http://www.spapparel.com)