



Clients First successfully provides, supports and implements leading Enterprise Resource Planning solutions by putting clients and their business first. By helping organizations leverage the power of an ERP solution, clients are able to gain visibility and insight, optimize their operations and rely on dedicated support. With vertical expertise in Manufacturing, MRO, Distribution and Food & Beverage industries, Clients First has been the trusted advisor for many businesses looking to drive revenue growth and improve productivity with a partner they can rely on.

DYNAMICS AX CUSTOMER REFERENCE

About Sulzer

Sulzer LTD is a global partnership offering reliable and sustainable solutions for performance-critical applications. The Sulzer service and repair offerings are heavily relied on by some of the largest companies and cities in the world. Headquartered in Switzerland with 150 locations and three distinct divisions, Sulzer must rely on strong internal systems to manage and report business metrics to their investors. With the help of Clients First Business Solutions and the Microsoft Dynamics AX and our enhancement for the MRO; ProMRO, the management team at Sulzer has the data needed to not only track labor costs and materials of projects, but also to quickly see profitability by location.



ProMRO

Microsoft Dynamics AX
Gold Enterprise Resource Planning
Gold Cloud Platform
Dynamics 365 for Operations

SULZER

Industry:	Turbomachinery Repair Services
Operations:	Manufacturing, Job Shop, Engineering & Field Services
Replaced:	SAP
Solution:	Dynamics AX & ProMRO
Included:	Master Planning , Projects, WMS, Shop Floor Control, Production, Finance, are a few of the modules in use
Locations:	42 locations in 11 Countries
Users	505
Website:	https://www.sulzer.com

“Sulzer continues to add locations and acquisitions to their Dynamics AX platform. Replication of much of the setups from location to location has reduced setup and training costs for Sulzer. Another plus for the company is in the ongoing management of these locations allowing for: consistent customer service from any location, easier transfer for personnel, streamlined procedures, and future upgrades of the software will be more efficient and cost effective.

Mike Conti, Managing Director Clients First, Texas

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“After our successful Houston implementation of Dynamics AX in 2006, Sulzer has since utilized Clients First for our other service facilities in the United Kingdom, Argentina, Australia, Indonesia and The Netherlands”

-Glenn Doerksen, VP Operations, Sulzer

PUTTING CLIENTS AND THEIR BUSINESS FIRST

Sulzer Dynamics AX Project

Clients First began a Dynamics AX deployment in the Sulzer Houston office. Initially other Sulzer turbine job shop locations around the world were utilizing SAP R3. Once the Houston location completed their Dynamics AX implementation, Sulzer corporate audited the solution and implementation. The auditors found Dynamics AX along with the Clients First expertise provided a software business solution to be superior to their deployment of SAP. As a result, AX was subsequently recommended for international corporate wide adoption.

Dynamics AX (now Dynamics 365 for Operations) is an international, enterprise solution and is available in most countries worldwide. This means that there are Microsoft Partners across the globe as well. Sulzer initially chose to work with partners in Europe. However, after a challenged deployment attempt at Sulzer’s corporate headquarters in Switzerland by a local Dynamics AX Partner, Clients First was retained to take over a project in process and manage it to a successful completion.

Sulzer corporate requested for Clients First to re-implement Dynamics AX in Holland rather than another partner located within 3 km of the plant. The original implementation done by the local Dynamics Partner had resulted in a significant budget overage and did not address the requirements of the business. Clients First realizes that not all of the Sulzer locations are the same, however the systems are setup very similar which makes the 40 plus locations Clients First has now implemented much easier for the Sulzer IT team to manage.

Clients First has currently deployed Dynamics AX with our ProMRO module to over 40 Sulzer locations in the UK, North and South America, Australia, Indonesia, Norway, Switzerland, and China. Let Clients First address your manufacturing job shop and/or MRO requirements with Dynamics AX or now with Dynamics 365 for Operations.

Microsoft Partner



Gold Cloud Platform
Gold Enterprise Resource Planning
Microsoft Dynamics AX
Microsoft Dynamics NAV
Dynamics 365 for Operations



Sulzer Featured on Manufacturing Marvels
Highlighted is the manufacturing, repair and maintenance expertise of large turbomachinery and our commitment to providing customers with best-in-class service solutions to big markets like oil and gas, power and water.

<http://preview.tinyurl.com/SulzerMfgMarvels>



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