



HTRI

HTRI Transfers Data into Measurable Results with SAP Business One powered by SAP HANA.

“ The synergy between SAP Business One and SAP HANA is the reason HTRI migrated from Microsoft SQL to SAP HANA. SAP HANA maintains the most compelling offering for SAP Business One users because of the price, the in-memory technology, and the features in SAP Business One that are exclusively available to HANA users. We simplified our IT infrastructure with SAP HANA, revamped our business intelligence to take advantage of its power, and continue to build out new applications that streamline the way to HTRI's future. I encourage any company considering a migration to SAP HANA to realize the system they have today is the one they started working on five years ago, and that the future of SAP Business One is based on SAP HANA's extensive feature set. HTRI is proudly moving forward with SAP Business One on SAP HANA, and has no regrets following the migration. ”

Daniel Phelps,
Applications Developer, HTRI

HTRI

Company

Name: Heat Transfer Research, Inc. (HTRI)

Industry: Research

Previous Software:
FileMaker, Microsoft Access, Solomon

Headquarters:
Navasota, Texas

www.HTRI.net

Customer Profile

HTRI is a leading source of process heat transfer technology, research, software, and services. Incorporated in 1962, the company conducts studies on heat transfer and fluid flow at a multimillion-dollar testing facility in Navasota, Texas, USA. HTRI technology has been used by companies worldwide for decades to help them design, operate, and maintain heat exchangers and fired heaters.

Based in Navasota, HTRI provides advanced experimental research to the oil and gas, chemical, and petrochemical industries. Their global customer base includes the world's leading processing companies, engineering contractors, equipment manufacturers, and thermal process consultants.

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Daniel Phelps, Applications Developer, HTRI

The Challenge

As a software, training, consulting and service provider for the oil and gas, chemical, and petrochemical industries, HTRI's business involves following a workflow with multiple stages for contract management, project management and entitlement management. Each stage within a workflow generates a large amount of information, all individually kept in either FileMaker or Microsoft Access, depending on the format of the data. In addition, all their accounting data was tracked in Solomon and other tools to keep track of their HR data.

The disparate data repository systems meant that important information was kept in individual silos and reconciling data to a central location was an impossible task. HTRI couldn't access the information that they needed for strategic decision making; and when they did generate reports, the process was time consuming and inefficient, requiring hours or even days to get the reporting that they needed.

HTRI realized that they needed an integrated business management solution that could track information flow between departments as well as the associated internal business processes. Furthermore, they wanted a project management system and a contract management system that could feed data directly into a centralized database.

The Solution

Upon realizing they needed to manage their business data with a centralized solution, HTRI decided on SAP Business One in 2010. During the implementation phase, HTRI customized SAP Business One with tools that allowed them to meet their specific business needs. These tools support training and event registration, project management, contract management, and entitlement management, all of which are built into a SAP Business One Add-on. HTRI also built an internal web portal that provides business intelligence to remote users, as well as HR functionality to every staff member.

In mid-2016, HTRI decided to implement SAP HANA's in-memory data platform to further enhance SAP Business One's extensive analytics tools, accelerate application development, and deliver better business intelligence. With SAP Business One powered by SAP HANA, they now benefit from real-time data insights into their company, and are better equipped for customizing their implementation to support new processes. "The Service Layer provides an easy way to customize SAP Business One, and it is based on protocols that most web developers already know how to use, which makes good business sense for companies that need to customize their implementation or build new applications. And of course, SAP HANA keeping the data in RAM makes reading, grouping, and aggregation of the data very fast," says Daniel Phelps, Applications Developer, HTRI.

"SAP is fully invested in SAP HANA, so it makes sense to migrate SAP Business One onto the system they've clearly committed themselves to develop," explains Phelps. "We felt the offer for SAP HANA extended to us based on our use of SAP Business One was an incredible value compared to what we were paying for Microsoft SQL."

Working with Vision33

Based on HTRI's growth, the company needed a comprehensive implementation partner that could not only provide more than the technology solutions; HTRI needed insight into how to better leverage their investment in an enterprise resource planning (ERP) solution to meet their goals for ongoing growth and success. Following the implementation of SAP Business One, HTRI realized it would have to transition to a new ERP partner.



The company was struck on the prominence of Vision33 and its leadership in the industry. After switching to Vision33 as its dedicated ERP partner, HTRI had access to ancillary ERP services including attendance at SAP Business One Crystal Reports training sessions and the weekly customer webinar series offered by Vision33 TOTAL Care support program where they learned about SAP HANA.

"We were apprehensive about moving from Microsoft SQL to SAP HANA; however, Vision33 equipped us with the knowledge and confidence to move forward with the project," recalls Phelps. "At the SAPHIRE NOW 2016 event, there was a talk about the importance of empathizing with the customer and understanding the customer's needs. That's exactly what happened; Vision33 saw that we intended to use SAP HANA, and provided the right level of support, service, and training needed to ensure the transition was a success."

About Vision33

Vision33 Inc. is a global IT professional services consultancy that solves customer business challenges through the promise of technology and the value it delivers. We partner with growing and large organizations in both the public and private sectors to understand their vision and help them reach it with the right blend of strategy, consulting, and technology. Vision33 global team of results-driven resources provide world-class experience through our office locations in North America and Europe.

Vision33's SAP solutions provide scalable and integrated enterprise resource planning (ERP) technology to growing enterprises. We work with customers to connect their business processes from finance and expense reporting to procurement and inventory – transforming their operations and better managing subsidiary operations – no matter the size of their business. Vision33's dedicated customer support program, Vision33's world-class TOTAL Care support program ensures you have the tools needed to fully leverage your investment in technology.

Vision33's eGovernment practice delivers the right approach, expertise, and people to public sector clients to empower our government clients to be successful with technology. We have experts in the technologies and methodologies that are of most value to you. Working in partnership with Vision33, we will help you optimize your technology investment, delivering government services efficiently, reduce costs and improve overall citizen satisfaction.

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