

CASE STUDY

**BELIMO AMERICAS: HOW
AN HVAC MANUFACTURER
SPEEDS UP ORDER
PROCESSING TIME FROM 10
MINUTES TO 10 SECONDS.**

OVERVIEW AND CHALLENGES

STREAMLINING SUPPLY CHAIN MANAGEMENT PROGRAMS

Company Name

Belimo Americas

Industry

Manufacturing – HVAC

Equity Type

SWX: BEAN

Solutions

Internet of Things, actuators, valves, sensors, retrofit, and systems

Based in Danbury, Connecticut, Belimo Americas is a division within BELIMO Holding AG, an established international group of organizations that produces innovative HVAC solutions while providing excellent customer satisfaction. The HVAC leader is responsible for serving building contractors, engineering teams, and contract consultants on time without any errors so that they can fulfill residential and commercial building projects on schedule.

Previously, Belimo Americas utilized multiple external supply chain management programs to fulfill sales order processing tasks. The lack of streamlined collaboration between these programs made it difficult to improve on its core values – operational excellence, credibility, and trust.

CUSTOMER TESTIMONIAL

“The combination of all [ShipERP™] modules helped us provide great customer service and follow the company-wide CESIM (Comfort, Energy, Safety, Installation, and Maintenance) methodology,”

- Kumar Prashant, Belimo Americas' ERP/SAP Solutions Architect

An example of this involves the lack of consistent freight rates provided to customers, which challenged customer service and satisfaction rates.

Furthermore, Belimo Americas required rate shopping, high visibility, an enhanced SAP Web Service, and efficient interconnectivity in an integrated shipping software to deliver products faster than ever.

SOLUTION

INTRODUCING INTEGRATED SHIPPING SOFTWARE SOLUTIONS

To organize a fully-configurable solution for various warehouses that process and ship orders, ERP Integrated Solutions worked with Belimo Americas to understand the heart of their supply chain management process and the business needs.

The HVAC supplier opted for the SAP Certified ABAP solution called ShipERP™, which includes shipment tracking, rate shopping, sales order integration, shipment planning, transportation management, and address validation.

RESULTS

After installing ShipERP, the fully-integrated and fully-configurable solution, Belimo Americas was able to take advantage of real-time integration with shipping carriers, streamline shipping processes, reduce shipping costs, and generate real-time visibility.

BENEFITS

- ✓ Enhanced SAP Web Service
- ✓ Efficient interconnectivity
- ✓ Decreased order processing time
- ✓ Rate shopping
- ✓ High visibility
- ✓ Track & Trace with Proof of Delivery

Integrating the solution coordinated well with warehouse automation, increasing the number of orders processed per day by over 30%. Furthermore, Track & Trace and Address Validation facilitated in delivering products to high priority projects on time and to the correct location so that projects can stay on schedule. With robust ShipERP reporting in hand, Belimo Americas was also



“It takes the logistics team a shorter amount of time to complete an order. It went from 10 minutes down to 10 seconds. It saves time!”

ERP/SAP Solutions Architect Kumar Prashant

secured
**ADDITIONAL
BARGING**

INCREASED
daily processed
orders by

30%

ACHIEVED

10
second order
processing

REDUCED
shipment
processing to

1.25
seconds

able to successfully negotiate shipping prices with carriers, securing additional bargaining for select small parcel services and paying base LTL service prices for express LTL services. “The solution is impressive. I can easily give reports to upper management. It’s highly impressive!” declares Prashant.

THE FUTURE

The clear financial and efficiency gains demonstrated by Belimo Americas’ use of the integrated shipping software encouraged its parent company Belimo Holding AG to apply the ShipERP solution to its other international divisions. With real-time integration with shipping carriers, Belimo Holding AG is optimistic about the journey in streamlining shipping processes, reducing shipping costs, and providing real-time visibility for its warehouses around the world.

BELIMO AMERICAS ONBOARDS SHIPERP™ MODULES:

- ShipERP™ Core
- ShipSOI – Sales Order Integration
- ShipSTM – Shipment Planning and Transportation Management
- ShipAVM – Address Validation
- Advance Rating and Optimization
- Advanced Track & Trace

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ERP Integrated Solutions, Inc. is an SAP Silver Partner that provides ShipERP™, the SAP-integrated shipping and compliance software dedicated to increasing supply chain efficiencies for businesses.

