

One Part in a Million

How Brandon Gate helped AsiaElectro gain control of its multi-million-dollar global parts and service network.



AsiaElectro
Limited

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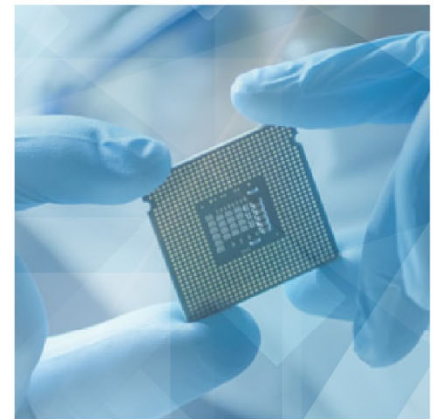
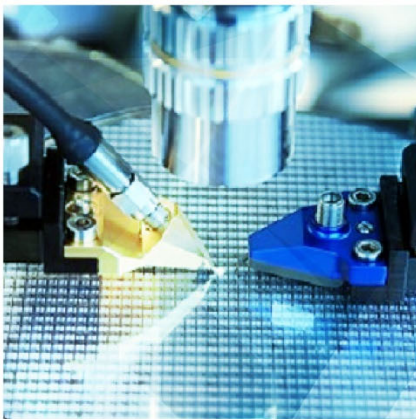
Company

AsiaElectro Limited is the world's second-largest manufacturer and servicer of semiconductor production equipment, with sales of roughly US\$7.3B annually. The company operates six factories and multiple divisions in Asia, Europe and the United States, and has 11,400 employees.

Situation

AsiaElectro operated six factories and multiple divisions on three continents, each one manufacturing a different product. Each factory had a different ERP system. There was no sharing of engineering or parts information. This made it difficult to track parts inventory levels or parts usage after parts were shipped, and hindered AsiaElectro's ability to service customers within their SLAs.

Corporate headquarters in Japan decided to standardize on a single ERP platform for all divisions, and gave each region autonomy in choosing their implementation partner. The US Region chose Brandon Gate Consulting to implement the new ERP at their eight divisions because of our deep expertise, industry knowledge and a proven ERP implementation methodology.



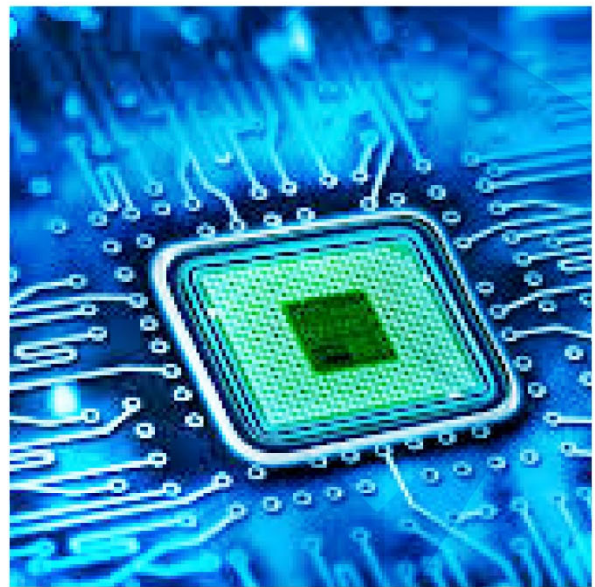
Solution

We began by documenting and examining their businesses processes, starting at the top of the organization with an in-depth analysis of business models and strategic objectives, and working our way down to the department level. We made recommendations on how the company could improve its processes before implementing the ERP system. We then guided the organization through each stage of our proprietary Milestone Deliverables ERP implementation methodology.

Results

Brandon Gate helped AsiaElectro balance \$51 million in inventory across 16 divisions and three continents down to the penny. “Thanks to Brandon Gate, we improved our ability to track parts by a factor of five,” says Don Ackerman, Regional IT Manager for AsiaElectro. “We are much better able to track inventory, track parts usage, and forecast inventory of spare parts for the future.”

“Working with Brandon Gate was an awesome experience. They were extremely knowledgeable and easy to work with. The level of engagement that we got from company president Peter Gross was amazing. We ended up with a system that worked, processes that worked, and efficiencies that were recognized company wide, from engineering to shipping. There wasn’t a single area of the company that didn’t benefit from Brandon Gate’s input, knowledge and recommendations.” – Phillip Carruthers, Regional IT Manager.

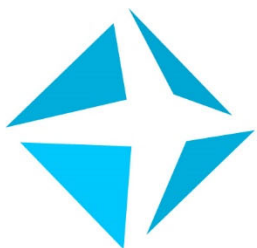


About Brandon Gate Consulting

Brandon Gate Consulting is an independent, vendor neutral, consulting and advisory firm that specializes in projects relating to enterprise software and business operations. Its primary practice areas include: business requirements assessments, ERP selection, ERP implementation project management, implementation optimization, and enterprise software contract negotiations.

Since 1978, Brandon Gate has served more than 600 private-sector businesses and public-sector organizations worldwide. Brandon Gate's people, methodologies, and expertise are distinguishing characteristics, and are the key drivers of the firm's success. The firm typically serves companies with complex organizational, process, and system needs.

Learn more at www.brandongate.com and let us know if you're ready for ERP



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