

ANNATA IDMS™

Import and Dealer Management System

for Microsoft Dynamics™ AX

The Hyundai Motor Corporation started making vehicles in 1967 and is now the largest manufacturer of vehicles in South Korea.

SC Motors Sweden AB is a company owned by the Sumitomo Group, Japan and runs the import and distribution network for Hyundai and Mitsubishi in Sweden.

Hyundai Bilar AB (Hyundai Sweden) is the importer for the full line of Hyundai vehicles in the Swedish market. Hyundai was introduced to the Swedish market in 1991. Hyundai Sweden run a dealer network of around 80 independent dealers (monobrand and multibrand) and 100+ independent workshops.

NEED FOR CHANGE

In 2004, Hyundai Sweden launched a project to select and implement a new ERP system, to completely replace its old legacy systems.

REASONS FOR CHANGE

The old system map consisted of non-integrated solutions, resulting in reconciliation issues and error tracking between systems. It was only supported by a small local partner. The system was deemed insufficient to support future growth and was considered a risk (what would happen if the small local partner stopped supporting the solution?).

DRIVING SELECTION

Hyundai Sweden undertook a very serious selection project, where the selection criteria included:

Secure, large-scale, standard, integrated solution

The ERP system should be widely used and widely acknowledged.

Industry specific functionality

The ERP system should already have support for Automotive business (they didn't want to re-invent the wheel!).

Implementation partner should understand the business

Previous experience within the Automotive industry was important.

Future proof

The ERP system should have capacity for growth, be it in markets, geography, organisation, products or size.

LONG LIST TO SHORT LIST TO WINNER

Hyundai Sweden evaluated over 100 ERP solutions. A Request For Information (RFI), asking for Automotive functionality and experience, reduced the number to a short list of 5 globally respected ERP solutions (you know them all!). Microsoft Dynamics™ AX with Annata IDMS™ came out as the clear winner.

IMPLEMENTATION PROJECT HIGHLIGHTS

They Phased It

Hyundai Sweden went for a phased project, leading to three major go-lives, where the Finance department was first to use the new system. The car department followed shortly thereafter and finally, the Service market department (spare parts, accessories etc.).

USERS BOUGHT IT

The users had been involved since the early selection part of the project, and in designing the go-live solution. They received proper training and post go-live support. The novelty of an integrated environment did take them out of their comfort zone in the beginning, but adapting was easy when they realised that work in the new system was both more effective and more fun.

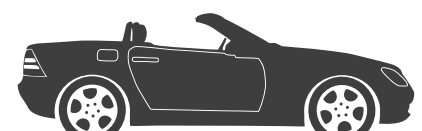
THE FRANCHISE FANCIED IT



By implementing Annata IDMS to support our customer centric business processes, Hyundai in Sweden is currently ranked #1 by Swedish Auto dealers for outstanding web support, outranking all other brands (importers) on the Swedish market. This sends a strong message to us and our customer community, saying that all of us are reaping benefit from our focused investment in the right technology, the right partnerships and the right solutions. Annata IDMS has proven it's point, the votes are in."

Thomas Joelsson, CIO, Hyundai Bilar AB, Sweden.

As testified, dealers and workshops have clearly expressed their satisfaction with the part of the solution that they are using on a day-to-day basis. Dealers order cars and monitor their status.





Workshops order spare parts and track their progress. Paper invoices have been replaced with digital invoices, to the benefit of both economy and environment

LEANER PROCESSES

Hyundai Sweden had a clear picture of what they wanted to achieve in terms of business process improvement. They had documented their as-is and to-be processes. The following list shows some of the processes where benefits have been realised:

- Vehicle forecast and purchase processes
- Vehicle import process
- Vehicle sales process
- Spare parts warehouse stock optimisation process
- Spare parts purchase process
- Spare parts sales process
- Accessories purchase and sales processes
- Credit limit control
- Financial period close and reconciliation processes

BETTER GRASP OF DATA

Since the availability of business data, direct from the system, became so much better, the old set of required reports became obsolete. Today, users cater for their own information needs to a much larger extent than before.

For reporting, Hyundai Sweden uses many of the standard reports that come with Microsoft Dynamics™ AX with Annata IDMS™. These provide extensive drill-down capabilities and the ability to change core reporting requirements as needed. For more powerful data analysis, Hyundai implemented Cognos Business Intelligence cubes and reports.

ABOUT ANNATA IDMS™

Annata IDMS™ is a vertical ERP software solution for importers, distributors, dealers and service providers of construction equipment and motorised machinery. It supports multiple brand-specific requirements throughout the IDMS supply chain.

Annata IDMS™ is built by experts with deep knowledge of automotive industry specific processes and vast experience in software integration and development.

Annata IDMS™ uses standardised Microsoft Dynamics™ AX features and specifically developed add-ons for your industry needs. The development of the solution follows a best practice methodology which minimises upgrade efforts and version handling.

ABOUT ANNATA

The Annata group consists of highly motivated professionals, who through creativity, collaboration and commitment, help customers excel in their business. The Annata Group is present in United Kingdom, Sweden, Denmark and Iceland with a strong distribution network in Australia, USA, New Zealand, Europe, South America and South Africa.

CONTACT US

Learn more about making Annata your trusted advisor and business management systems partner. Contact us today.

Please find further information on our website; www.annata.co.uk or send an E-mail to info@annata.co.uk

