

Grupo BTM



About the company.

Grupo BTM, a conglomerate based in San Pablo, Brazil, is made up of three companies that manufacture and assemble switchboards and low- and medium-voltage electrical panels: BTM Eletromecânica Ltda., BTMEC Indústria e Comércio Ltda., and BTM Service Indústria e Comércio Ltda.

Founded more than 12 years ago, Grupo BTM has developed highly specialized expertise in the areas of project manufacturing and product assembly. The company also specializes in providing services tailored to control electro-mechanical equipment, and to protect and distribute electric power.

<http://www.grupobtm.com.br/>

“ ERP VISUAL offers us an integrated approach to all our core manufacturing requirements. ”

WALLACE VIDAL, IT MANAGER, GRUPO BTM

Setting the strategy.

Grupo BTM needed to find a way to boost productivity and profitability to remain competitive in today's challenging Latin American marketplace. To meet that goal, the company was looking for a robust enterprise resource planning (ERP) solution that would help it improve not only cost control, but the production process itself.

"We needed a centralized solution to include all areas: budgeting, production, stock, and distribution," says Wallace Vidal, IT manager, Grupo BTM. "We were looking for one integrated solution to support our growth; existing isolated systems were not efficient anymore."

The company selected Infor™ ERP VISUAL, which has a long history of helping small- to mid-sized businesses gain better visibility of transactions across the enterprise.

Getting business specific.

Grupo BTM chose Infor ERP VISUAL because of the solution's ability to support manufacturing environments that have complex production processes and a high level of customization.

"Each of our products at BTM has its own engineering process, which varies according to the characteristics of each project," explains Vidal.

"We needed a robust ERP solution that could support our complex customized production. Other solutions that we evaluated were more focused on the finance and administration operations and not on the manufacturing process. ERP VISUAL offers us an integrated approach to all our core manufacturing requirements."

The solution was sold and is serviced through Axisis, an Infor Channel Partner.

Seeing results.

Since implementing Infor ERP VISUAL, Grupo BTM has been able to streamline operations and increase visibility of transactions across the enterprise. The solution supports Grupo BTM's manufacturing, purchasing, project management, and customer order processes, allowing the company to increase operational efficiencies and improve productivity.

Grupo BTM is just one of many small- to mid-sized manufacturers leveraging the power of Infor ERP VISUAL, which features rapid implementation and quick ROI.

About Infor.

Infor acquires and develops functionally rich software backed by thousands of domain experts and then makes it better through continuous innovation, faster implementation options, global enablement, and flexible buying options. In a few short years, Infor has become one of the largest providers of business software in the world. For additional information, visit www.infor.com.

Infor Corporate Headquarters
13560 Morris Road
Suite 4100
Alpharetta, Georgia 30004
USA
Direct: +1 (800) 260 2640

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The Infor logo consists of the word "INFOR" in a bold, sans-serif font. The letters "I", "N", "F", and "O" are black, while the letters "R" and "A" are red. A small trademark symbol (TM) is located to the upper right of the "R".