



## Solution: VariaQuip

### Case study Vets Sheets Metal : project based, cuts costs, builds profits



“We examined every process and redesigned it to take optimal advantage of SAP Business One and VariaQuip. It was a lot of work, but wow, was it ever worth it! Our profitability has almost doubled!”

Sean Rayner, President, Vets Sheet Metal Ltd.

#### COMPANY

VETS Sheet Metal

Location: Edmonton, Alberta T6B 3E2 (Canada)

Industry sector: Industrial and commercial HVAC installation services

Products: Sheet metal products

No. of SAP Users: 13

Founded in Canada in 1921 Vets Sheet Metal has built a strong family business serving oil and gas companies in Northern Alberta and other users of fabricated metal products. Most of their HVAC and sheet metal products are customized. Business processes are project-based.

#### Solution

Vets’ IT system consisted of an automated system for accounting, one for payroll and another one for estimating. Since these computer-based solutions didn’t fully cover the functionality they needed for their projects, they also used a manual system. This resulted in expensive duplication of effort both in operating and maintaining systems and in entering data.

Sean Rayner, in fourth generation of Rayners in the company, started modernizing the IT infrastructure. He called in resellers and selected Zantek Information Technology Inc. Zantek took the time to really understand Vets’ business and proposed VariaQuip, the protect ETO solution seamlessly integrated with SAP Business One.

#### Reasons to choose VariaQuip SAP Business One for Equipment Building:

- Project-based system
- One integrated system
- Eliminate duplication of systems and efforts
- Increased visibility into projects and material
- Fast to implement and easy to learn

„I now have the data I need to do my job best. You cannot put a price tag on the value of timely, accurate business information. SAP Business One and VariaQuip have delivered a lot of benefits, but that is the biggest of them all.“

Sean Rayner, President, Vets Sheets Metal Ltd.

#### CHALLENGES

Eliminate isolated application

Manage their projects

Manage their service contracts





# VARIATEC



## Variatec AG

Innovative ERP solutions with SAP Business One, professional consultation and reliable service. Since 2002, medium-sized customers receive a productive IT & Business solution from one source. The self-developed industry solutions optimize business processes, which enhance productivity decisively. Thereby, Variatec backs on modern technologies, that provide data securely and quickly and the Customer Support Center ensures full attention 24/7. With Variatec's services the focus stays clearly and objectively on the core business. Additionally, the partnerships with SAP and Microsoft imply low investment risks for customer projects.

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