



Solution: VariaQuip

Case study OPRA Turbines : compact gas turbine power



“With VariaQuip we can react very quickly in case something in our process threatens to go wrong. The hour registration, insight in project costs, pre and post calculation and being able to buy directly from the project have resulted in 40% more business with the same resources!”

Robbie Greving, controller, OPRA Turbines b.v.

COMPANY

OPRA Turbines BV

Location: 7554 TS Hengelo (Netherlands)

Industry sector: turbine technology

Products: single or multiple installations

No. of employees: 65

CHALLENGES

Reduction of cycle times

Manage their projects and allocate resources fastly

Manage their service contracts

Production and capacity planning

In 1991 OPRA Turbines was founded in Holland by the Norwegian couple Jan and Hiroko Mowill. The entrepreneurial investment climate provided the small team of experts the opportunity to further develop their ideas. Production started in 2004. Today OPRA Turbines has a thriving business that employs some 65 people in Hengelo, the Netherlands, where they produce both standard and client specific gas turbines for customers all over the World.

Solution

Production of custom gas turbines normally takes up to 18 months from order to delivery. OPRA Turbines sought to gain competitive advantage by shortening this production cycle. They designed a standard turbine that only takes 6 months to produce. Remodeling this into a custom turbine takes another 3 months. With a total of 9 months OPRA cut its production cycles in half. To achieve these aggressive goals, OPRA needed a project based ERP system supporting every aspect of their production process and offering overall insight in the bills of material. Together with Agion, a Dutch SAP partner, the company processes and optimal situation were defined. Together they chose the combination SAP Business One and VariaQuip as the best solution to meet their needs for today and in the future.

Service and maintenance are vitally important in the turbine industry. Turbines are often used in harsh environments and run 24x7. OPRA offers 6 different kinds of service and maintenance contracts. To meet the customer’s demanding requirements, OPRA uses VariaFix SAP Business One for Maintenance Repair and Overhaul to manage their service business. VariaFix allows OPRA to track labor & parts for every type service order, and supports all their invoicing requirements.

Reasons to choose VariaQuip & VariaFix:

- Project based system
- Integrated bill of materials
- Fast to implement, intuitive and easy to learn
- Insight into costs, production and capacity planning
- Integrated Maintenance & Repair module





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.

Variatec AG

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