



CORETEC

NEW BUSINESS INTELLIGENCE PLATFORM IMPROVES DECISION MAKING

QUICK FACTS

Industry

High tech

Revenue

US\$85.4 million

Employees

More than 500

Headquarters

Toronto

Web Site

www.coretec-inc.com

SAP® Solutions and Services

SAP® BusinessObjects™ XI R2 solutions (predecessor of SAP BusinessObjects XI 3.0) and Crystal Reports® software

Coretec Inc. designs and manufactures rigid and rigid-flex printed circuit boards (PCBs). Established in 1980, Coretec has been a leader in the North American PCB industry. The company chose to standardize processes across its three plants to improve manufacturing operations and enhance management decision making. By implementing SAP® BusinessObjects™ business intelligence (BI) solutions, Coretec has the centralized information and improved decision-making support to achieve these goals.

Key Challenges

- Increase production yield across 3 manufacturing locations
- Improve visibility to support strategic planning and decision making and coordinate enterprise-wide operations
- Improve pricing decisions
- Centralize information management
- Control spending through better visibility
- Automate the reporting process

Implementation Best Practices

- Deployed software throughout organization
- Used internal IT implementation team for entire deployment life cycle
- Built interfaces and security framework using software development tools
- Consolidated data of all ERP instances into a single data warehouse

Financial and Strategic Benefits

- Improved growth potential by installing a scalable business intelligence platform
- Enhanced manufacturing effectiveness for lower cost and faster time to market
- Enhanced decision making through company-wide information availability – including decisions related to pricing
- Reduced time spent to create custom reports
- Delivered best-in-class tools for business users

Why SAP Was Selected

- Robust functionality for managing the sales and manufacturing process
- A strong self-service software platform
- Lower total cost of ownership versus competing solutions
- Simplified implementation that could lower training and maintenance costs

Low Total Cost of Ownership

- Achieved rapid implementation that included going live with first phase in several weeks
- Avoided additional IT headcount that an upgrade would have required
- Significantly reduced downtime and business disruptions
- Avoided additional cost of platform upgrade
- Optimized data and report security

Operational Benefits

Key Performance Indicator	Impact
Report development time	-75%
IT staff supporting report generation	-50%
Payback period	7 to 8 months



“Selecting an SAP BusinessObjects solution was an important part of Coretec’s strategy to become a scalable enterprise.”

Michael Schumacher, CIO, Coretec Inc.

www.sap.com/contactsap

Centralizing Manufacturing Processes and Decision Making

In the highly competitive printed circuit board (PCB) industry – where profit margins are razor thin – every decision that can enhance productivity, pricing, and customer satisfaction becomes especially important. With three plants in Canada and the United States, Toronto-based Coretec Inc. knew it had to standardize its processes for manufacturing rapid-response interconnect solutions and centralize decision making to remain an industry leader and fulfill its responsibilities to company shareholders. The company also wished to control spending through greater financial visibility and cut the time and staff required for business reporting.

Faced with an outdated business intelligence system that could not consolidate data across the three plants and different company departments, Coretec decided to invest in new technology rather than spend money on a costly upgrade. Coretec needed to provide a meaningful and quantifiable return on investment to the business user. In addition, the company’s IT strategy called for replacing custom-built applications with commercially produced software. The company chose SAP® BusinessObjects™ XI R2 solutions (predecessor of SAP BusinessObjects XI 3.0) as its core business intelligence platform and Crystal Reports® software as its core reporting tool.

Robust, Easy-to-Use Functionality

“We were impressed with the robust functionality that these solutions offered for managing our manufacturing and sales processes,” says Coretec CIO Michael Schumacher. “We were also attracted to the complete self-service platform and lower total cost of ownership for the solution versus others in this space.”

The organization-wide implementation was “painless, with no hiccups,” Schumacher says. Of particular help was use of the same internal implementation team for the full deployment life cycle. Coretec used software development tools to build a security framework and interface and consolidated data from all enterprise resource planning instances into a single data warehouse.

The first phase of the implementation took just a few weeks, which further reduced total cost of ownership. The company also benefited from a significant decrease in system downtime and related business disruptions, along with optimized data and report security.

Room to Grow

There have been many strategic and operational benefits as well. “The SAP BusinessObjects software has given us a scalable platform for achieving our goals for growth,” Schumacher says. “It has significantly enhanced the effectiveness of our manufacturing processes – which, in turn,

has resulted in lower costs, faster time to market, and greater customer satisfaction.”

Now that key data has been centralized and made available across the enterprise, he adds, employees spend less time creating customer reports, and decision making has become more effective. Report development time has been cut from an average eight hours to two hours, and the IT staff that generates the reports has been cut in half.

In the future, Coretec hopes to improve its business intelligence platform further with management reporting tools that build on the software’s self-service functions.

“We will continue our efforts to make information quick and easy to get across the organization,” Schumacher says.

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