



THE HIGH COMPANIES DOING AWAY WITH HISTORY USING SAP® SOFTWARE

QUICK FACTS

Industry

Engineering, construction, and operations – steel fabrication and erection, metal processing and distribution, precast/prestressed concrete building systems, air quality and safety solutions, real estate, architecture, construction

Employees

2,400

Headquarters

Lancaster, Pennsylvania

Web Site

www.high.net

SAP Partner Solutions and Services

CREW, a qualified SAP® Business All-in-One partner solution

Implementation Partner

et alia LLC

Key Challenges

- Track materials and labor more closely
- Create best practices-based job-costing processes
- Implement postmortem profitability reporting

Implementation Best Practices

- Strong project management by et alia LLC
- Parallel processes for steel and concrete
- Integration with existing scheduling program and sales-tax software
- Go-live for 500 users at multiple sites

Financial and Strategic Benefits

- Improved job performance through better visibility of information
- Streamlined labor resources and optimized plant capacity through enhanced process visibility

Why SAP Was Selected

- Project-based approach to process integration
- Quality of best-practices support
- Clear strategy for future development

Low Total Cost of Ownership

- Replaced antiquated IT solutions
- Eliminated high volumes of custom reports
- Reduced materials waste and loss
- Enhanced ability to manage labor allocations
- Reduced number of FTEs in accounts payable

Operational Benefits

- Better clarity for materials delivery status
- Reduction in time needed to close accounting period from 5 days to 3 days
- Ability to perform profit reporting daily instead of after the fact
- Capability to perform long-job forecasting monthly not yearly
- Decrease in the number of reports from several hundred to just a few dozen

Started in 1931, the High® companies of Lancaster, Pennsylvania, used legacy IT solutions to manage the companies' steel fabrication and precast/prestressed concrete system projects. As a result, IT kept track of production history – but couldn't help management track day-to-day inventory or accurately forecast completion of projects. With CREW, a qualified SAP® Business All-in-One partner solution, the High companies now have an integrated project management tool – and up-to-the-minute job costing.



“All we got from our old solutions was the project history. We needed to look forward instead of back – that’s why we went with CREW.”

Bob Widdowson, Director of Information Services, High Corporate Services LLC

www.sap.com/contactsap

In 1931 the High® companies launched a successful business by building a better mousetrap – specifically by being the first organization to use more economical welds, rather than rivets, in the fabrication of steel superstructure components. That same spirit of innovation was applied again and again to the companies’ IT solutions. But a succession of

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computer solutions had a difficult time keeping up with subsequent acquisitions. Today the High companies run 11 business units, including steel fabrication and erection, precast concrete building systems, real estate, and air quality and safety consulting.

Missing the Basics

The High companies recently decided to embark on a major upgrade of their IT solutions, starting with their steel and concrete business units. According to Bob Widdowson, High Corporate Services LLC’s director of information services, the upgrade came just in time. “We had a combination of older and newer business software solutions, but they didn’t talk to each other, so we couldn’t do the most basic thing necessary, which is to get accurate, up-to-date profitability readings,” he says.

Since the High companies’ projects often involve multiyear operations, such as supplying superstructure for large bridges or precast concrete components for parking garages, buildings, stadiums, and other structures, one key to success is to bid accurately on new projects. To do that, the companies must have accurate statistics on the costs of previous or ongoing projects. “We could really impact margins if we can manage the project with accurate and timely information,” says Widdowson. Also important was an ability to make corrections while the project is

still in the production phase. “The old solutions weren’t able to forecast if we were hitting our margins. Now, with the visibility of the information and the ability to reforecast, we have better information to manage our projects.”

Finding Costs

With CREW, a qualified SAP® Business All-in-One partner solution from et alia LLC, the High companies have been able to fully integrate their production solutions. This has helped the High companies form an end-to-end process that is highly visible, showing timely and accurate information at any point during the execution of a project.

Widdowson notes that using content supported by SAP software should help cut down substantially on wasted effort and inaccurate information. “The best-practices support gives us built-in controls that essentially force us to execute our process correctly,” he says.

Implementation Partner

Founded in 1999, SAP channel partner et alia LLC focuses on developing, selling, implementing, and supporting CREW business management solutions for project-centric organizations.



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