HTRI Transfers Data Into Measurable Results With SAP Business One Powered by SAP HANA

SAP® Business One

Vision33

ABOUT

Vision33
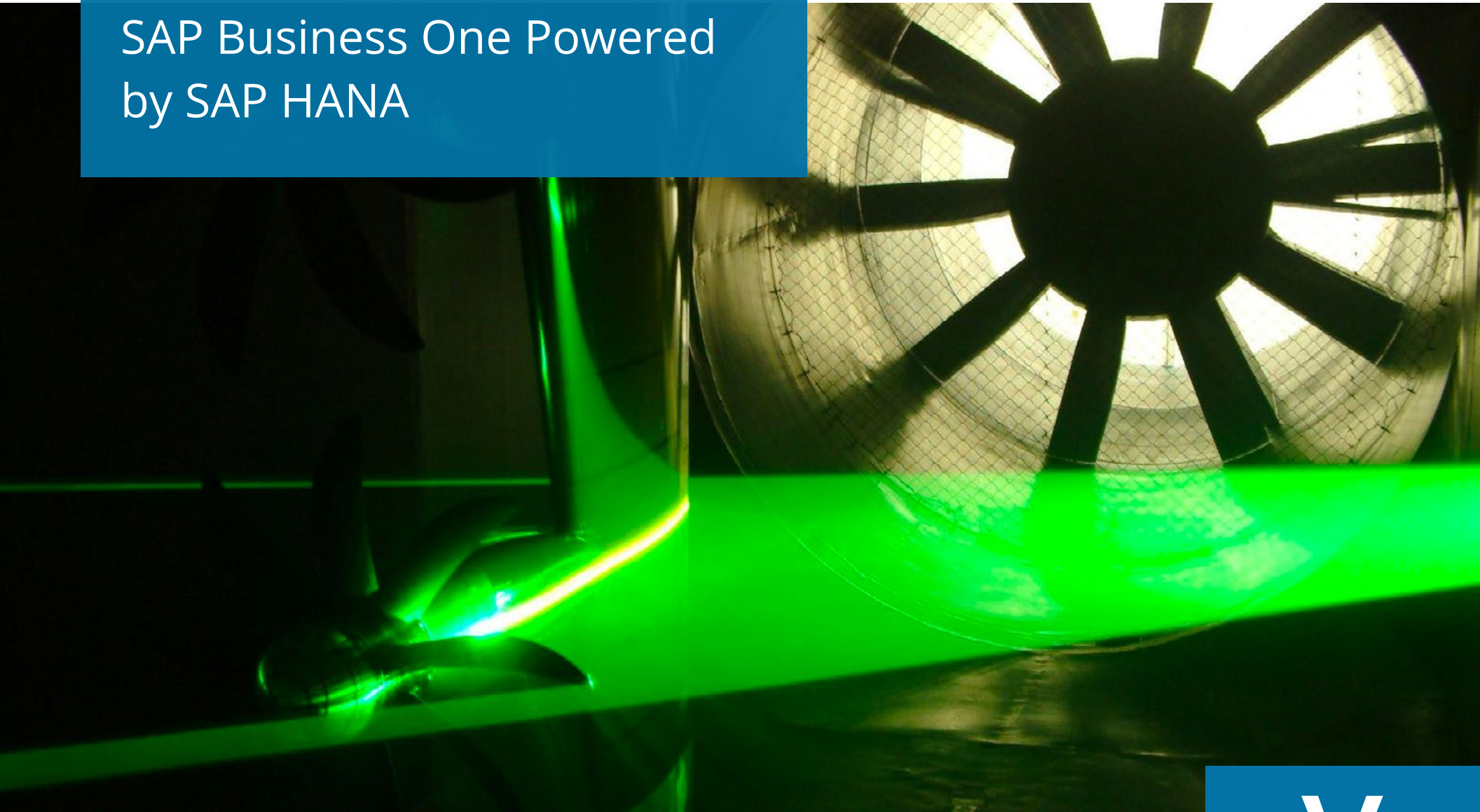
HTRI is a leading source of process heat transfer technology, research, software, and services. Incorporated in 1962, the company conducts studies on heat transfer and fluid flow at a multimillion-dollar testing facility in Navasota, Texas, USA. Companies worldwide have used HTRI technology for decades to help design, operate, and maintain heat exchangers and fired heaters.

HTRI provides advanced experimental research to the oil and gas, chemical, and petrochemical industries. Its global customer base includes the world's leading processing companies, engineering contractors, equipment manufacturers, and thermal process consultants.

Visit them at www.HTRI.net

Company

Name:
Heat Transfer Research, Inc. (HTRI)

Industry:
Research

Previous Software:
FileMaker, Microsoft Access, Solomon

Headquarters:
Navasota, Texas

> " *The synergy between SAP Business One and SAP HANA is why we migrated from Microsoft SQL to SAP HANA. SAP HANA is the most compelling offering for SAP Business One users because of the price, in-memory technology, and features exclusively for HANA users. We simplified our IT infrastructure with SAP HANA, revamped our business intelligence, and continue to build out new applications that streamline HTRI's future. I encourage any company considering a migration to SAP HANA to realise the system they have today is the one they started working on five years ago, and that the future of SAP Business One is based on SAP HANA's extensive feature set. HTRI is proudly moving forward with SAP Business One on SAP HANA and has no regrets. "*

Daniel Phelps, applications developer at HTRI

The Challenge

As a software, training, consulting, and service provider for the oil and gas, chemical, and petrochemical industries, HTRI's business involves following a workflow with multiple stages for contract, project, and entitlement management. Each workflow stage generates a lot of information, kept in FileMaker or Microsoft Access. Accounting data was tracked in Solomon, and another tool handled HR data.

So many unintegrated data repositories meant critical information was kept in individual silos, and reconciling data to a central location was impossible. HTRI couldn't access information for strategic decision-making, and generating reports was time-consuming and inefficient, requiring hours or even days to get the correct numbers.

HTRI needed an integrated business management solution to track information flow between departments and internal business processes. The company also needed project and contract management systems to feed data directly into a centralised database.

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>
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>
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> *applications developer at HTRI*

The Solution

In 2010, HTRI chose SAP Business One because it could be customised to meet the company's needs. Built into an SAP Business One add-on, HTRI has tools that support training and event registration and project, contract, and entitlement management. HTRI also built an internal web portal that gives remote users business intelligence and HR functionality to every staff member.

In 2016, HTRI implemented SAP HANA's in-memory data platform to enhance SAP Business One's extensive analytics tools, accelerate application development, and deliver better business intelligence. With SAP Business One powered by SAP HANA, the company now benefits from real-time data insights and is better equipped to customise the implementation to support new processes. "The Service Layer provides an easy way to customise SAP Business One, and it's based on protocols that most web developers already know how to use. That makes good business sense for companies that need to customise their implementation or build new applications. And, of course, SAP HANA keeping the data in RAM makes reading, grouping, and aggregating the data very fast", says Daniel Phelps, HTRI's applications developer.

"SAP is fully invested in SAP HANA, so it makes sense to migrate SAP Business One onto the system they've clearly committed themselves to developing", explains Phelps. "We felt the offer for SAP HANA extended to us based on our use of SAP Business One was an incredible value compared to what we were paying for Microsoft SQL".

Working With Vision33

HTRI needed an implementation partner to provide more than technology: It needed insight into using the enterprise resource planning (ERP) solution to meet its goals for continued growth and success.

Struck by Vision33's prominence and industry leadership, HTRI chose Vision33 as its dedicated ERP partner. Doing so gave HTRI access to additional ERP services, including SAP Business One Crystal Reports training sessions and the weekly customer webinar series offered by Vision33's TOTAL Care support program, where HTRI learned about SAP HANA.

"We were apprehensive about moving from Microsoft SQL to SAP HANA, but Vision33 gave us the knowledge and confidence to move forward with the project", recalls Phelps. "At the SAPPHIRE NOW 2016 event, there was a presentation about the importance of empathising with and understanding customer needs. That's exactly what happened: Vision33 saw that we intended to use SAP HANA and provided the right level of support, service, and training to ensure the transition was successful".

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Vision33 transforms business processes and results for customers by delivering value through the promise of technology and its benefits for growing businesses. For over 30 years, Vision33 has helped companies integrate and automate their business processes and applications to better serve their customers, employees, and stakeholders. The technologies may have changed drastically in 30 years, but Vision33's mission has never wavered.

With over 1,000 customers worldwide, Vision33 helps manufacturers, distributors, service firms, and SaaS businesses outperform their competition and lead their industries with successful technology investments.

With nearly 500 employees, Vision33 offers product expertise, business experience, and innovative technology leadership. Whether a global company with 100 subsidiaries or a small business, Vision33 works alongside every customer to meet their goals.

Vision33 also has formal partnerships to resell, implement, and support leading ERP applications, is a leader in cloud deployment, and has developed exclusive products, including Saltbox (saltbox.io) and iDocuments (idocuments.io).

For more information about Vision33, visit **www.vision33.co.uk.**

Contact your nearest Vision33 sales office to discuss how we can help transform your business.

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