

# SPECK Pumps Improves Bottom Line by Leveraging SYSPRO's Automation Capabilities

SPECK notches up productivity, cost and compliance gains

SPECK Pumps-Pool

Products

Established in: 1983

Company size:

## Customer Profile

Established in 1983, SPECK Pumps-Pool Products manufactures and sells an extensive array of pool pump products, filters and equipment packs used in spas, residential and commercial swimming pools, as well as vanishing edge pools, fountains, and waterfalls. The company is known for its world-renowned water treadmill, marketed as the BADU® SwimJet System, which creates currents strong enough to walk, swim and boogie board against.

## Their Business Challenge

SPECK Pumps identified a need to deploy new technologies to automate manual tasks, remove information silos and streamline business processes. This is important when manufacturing for a geographically dispersed buyer base that incorporates multiple product lines. Manual processes which are conducted using decentralized information or department silos are detrimental to precious worker time.

## The Solution

SPECK Pumps uses multiple SYSPRO modules. Two of the most important from a strategic perspective are credit card authorizations and merchandise returns, which are saving the company money on an ongoing, measurable basis.

## The Outcome

Speck has achieved major productivity, cost, and compliance gains by replacing its labor-intensive, manual processes. For example, 20% of orders are credit card-related and previously required up to six sets of hands to accomplish the necessary coding, processing and financial transactions. A processing time of 30 minutes per transaction has been reduced to 30 seconds with SYSPRO.



“SYSPRO has allowed SPECK to move from labor-intensive, manual processes to time saving, productivity boosting automation.”

– **Rolf Wilck**, Director of IT, SPECK Pumps-Pool Products.

## SYSPRO Benefits to Customer



- Significantly enhanced efficiencies
- Saving of more than 120 man hours per month
- Automated customer contact system, including quotes, customizations, deal terms and discounts
- Substantially improved productivity

SPECK set out to centralize data into a single repository that can be viewed and accessed appropriately by worker role. Further objectives were to automate repetitive actions to wring out time drags and manual errors, and to meet compliancy obligations with accurate, auditable data.

After eliminating a raft of disconnected financial reports, single-owner dashboards and sales commission documents that could only be understood by a single person and offered no opportunity to identify or analyze cost-saving actions, SPECK prioritized gaining new efficiencies from two SYSPRO modules: credit card authorizations and return merchandise authorizations (RMAs). That operational focus, along with new IT hardware, software and networking purchases, kicked this pool pump manufacturer into high gear with new and improved efficiency initiatives.

By leveraging SYSPRO's serialization capabilities that combine sales/selection forms, work orders, company and customer activities, and manufacturers' product part codes, SPECK Pumps saved more than 120 man hours per month. The SYSPRO Credit Card and Return Merchandise Authorization (RMA) modules are delivering annual savings equivalent to paying a full-time employee for five weeks.



## About SYSPRO

SYSPRO is a leading, global Enterprise Resource Planning (ERP) software provider, specializing in key manufacturing and distribution industries. Our Industry-built solutions and services are designed to make things possible.

SYSPRO's ERP solution empowers customers to take the next step – whether it is expanding into new territories, adding new product lines, transforming business processes, or driving innovation. Through our ERP software, customers gain access to solutions, processes, and tools to assist in the management of data for key business insights and informed decision making. The solution is scalable and can be deployed in the cloud, on- premise, or both, and accessed via the web on any device to provide customers with choice and flexibility.

As a trusted advisor, SYSPRO remains focused on the success of partners and customers. With a strong commitment to channel partner growth, SYSPRO customers are backed by a team of global experts that drive maximum value out of IT systems and business solutions. We are committed to addressing the unique needs of our customers, enabling them to easily adapt and remain resilient. Our evolving solutions are aligned with industry trends and leverage emerging technologies that will enable partners and customers to secure a digital future and to gain a competitive advantage.

Learn more about SYSPRO's ERP solutions at [www.syspro.com](http://www.syspro.com) or contact us on [info@syspro.com](mailto:info@syspro.com)