



Case Study

Modernization, The Key to Better Business Management Stageline, A Success Story

L'Assomption, QC

220 employees

Manufacturer



Solution used:

- Enterprise resource planning (ERP) Infor CloudSuite Industrial (CSI)



Application modernization is essential to stay ahead of the competition.

Companies use modernization to optimize their operations. Operational efficiency can improve in several ways:

- Infrastructure
- Software
- Adopting innovative technologies
- Updating applications
- And much more

In this case study, we explain in detail why it is necessary to modernize your technological assets to stay ahead in an ever-changing market.

Three benefits of application modernization:

1	Lower maintenance costs
2	Market competitiveness
3	Improved customer experience

Discover the journey of Stageline, a Canadian pioneer in the design and manufacture of hydraulic mobile stages which, in 2018, undertook a review of its technological infrastructure with the support of NOVIPRO.

With over 30,000 events a year under its belt, this 220-employee company wanted to improve its operational business management to stay at the forefront of its sector. In 6 years, Stageline has confidently risen to the challenge, thanks to the Infor CloudSuite Industrial (CSI) solution and **NOVIPRO's proven ERP experience**, which together have transformed its operations.



WHAT IS ENTERPRISE RESOURCE PLANNING (ERP)?

And how can it boost my business?



ERP, or enterprise resource planning, is a technological solution designed to manage the various operational aspects of a company (sales, procurement, manufacturing, finance, etc.) on a single platform.

Its aim is to harmonize a company's operations by:

- Avoiding the lack of inter-departmental synergy (silos), causing duplication or process disparities
- Eliminating the need for multiple IT systems
- Informing staff of progress in different departments

For more information on ERP,
visit our dedicated page.

FIND OUT MORE ABOUT ERP



GAIN FROM THIS CASE STUDY

According to our most recent IT Trends, the Canadian IT market study conducted by the NOVIPRO Group and Léger, the main driver for application modernization investment by Canadian companies is increased productivity.

However, this process can often be daunting for companies new to large-scale technology projects. Indeed, they may face several challenges:

- Accurate assessment of business needs
- Compatibility with existing systems
- Significant investment (time, budget, money and personnel) required for a smooth transition between applications
- Possible business disruption during transition, affecting operational efficiency
- Complexity of modernization for IT staff
- Resource training for the new application

All these challenges can affect application migration staff and increase their workload.

This raises a few questions:

How can you ensure that you have enough qualified resources for this ambitious project? How to guarantee a smooth application transition? How do you manage such a change within your company?

These issues can be solved with diligent project management, as well as efficient and constant communication within the company and among all those involved in application modernization.

80 % of Canadian companies rely on external IT firms to manage the many challenges associated with the modernization process

Data from the 8th edition of IT Trends

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Stageline's Assessment: Three Issues Hampering Operational Efficiency

In 2018, when Stageline realized that its systems were becoming obsolete, the company began a decision process to establish its technology needs, followed by the development of a specification.

The challenges identified concerned inefficiencies in several of its departments:



Production Management

This key element is essential to avoid delays and over- or under-production, which could affect the company's ability to respond to fluctuating customer needs.



Accounting Processes

Accounting malfunctions can lead to financial errors, hinder regulatory compliance (tax, workers' rights, etc.) and slow down strategic decision-making.



Warehouse Management

This inefficiency can lead to additional expenses, particularly in terms of storage costs and inventory errors. In sectors other than stage manufacturing, it can also compromise product integrity if it has an expiration date.

All these inefficiencies were beginning to hold Stageline back in terms of competitiveness and profitability.





Infor's Industrial ERP, The Perfect Combination for Enhanced Visibility and Tracking

Once the company's needs had been established, Stageline had to choose a software package that met those specifications. "We chose Infor CloudSuite Industrial (CSI) for the system's strength in factory production planning. It's a choice that was made in 2019. The pandemic arrived, so we had to take a break until 2021" explains Frédéric Munger, Director of Manufacturing at Stageline.

For him, the strengths of Infor's ERP solution lay in the following elements:



Production automation (Factory Track)

This feature provides visibility of the three factors essential to production:

- **Shop Floor** for improved traceability of production activities
- **Warehouse Mobility** to generate barcodes and collect data in real time
- **Time Track** to manage employee time and attendance



Infor Configuration

Thanks to CloudSuite Industrial's highly customizable configuration, every one of a company's operational needs can be met:

- **Development of tools** to meet the challenges of your industry and company
- **Adjusting the production chain** to handle unexpected orders and deliver your entire order on time



Customer Relationship Management (CRM)

With CRM, marketing campaigns can be created, implemented, and monitored in CloudSuite Industrial (CSI). Sales can also make forecasts and distinguish between prospects, opportunities and customers.



Accounting Management

Several tools are available to support the finance department:

- **General Ledger** to track business expenses and produce financial statements and reports for managers, shareholders and financial controllers
- **Accounts Payable** to provide comprehensive financial and operational information to help you execute your business strategy effectively
- **Accounts Receivable** to improve collaboration between billing, credit and collection departments, with a real-time view of account balances
- **Fixed Assets** to manage your assets throughout their lifecycle
- **Multi-Currency** for managing exchange rates at transactional level, and exchange rate gains/losses



Product Data Management (PDM)

With PDM, you can:

- **Create bills of materials** (BOMs) for products, with multiple levels for each component
- **(Re)create production sequences** with all the steps required to arrive at the final product
- **Consider forecast and actual costs**, and adjust them as production progresses
- **Review and control** changes to BOMs and production sequences



Infor's flexibility, personalization capability and advanced CSI integration tools

were precisely tailored to Stageline's needs, offering clear benefits in terms of productivity and resource management. "There was a lot in the system that was attractive to us," says Stageline's Director of Manufacturing.



Developed for the manufacturing industry, its basic functions can be adopted by the majority of companies, with the possibility of adapting the solution through its configuration and technological tools and meeting the company's unique needs using its customization and integration tools.

Aissam Ayegou,
CSI Solutions Designer,
NOVIPRO

For 5 years now, NOVIPRO has been organizing Infor CloudSuite Industrial (CSI) user meetings called NOVIForum.



Discover this year's presentations on our dedicated page:

VISIT THE NOVIFORUM
2024 PAGE





NOVIPRO, The Choice of Infor Expertise and Personalized Support

In the wake of the COVID-19 pandemic, Stageline decided to put its application modernization project on hold. Almost a year later, following a call for tenders from various IT firms, Stageline opted for NOVIPRO as its application modernization partner:

«We did our homework, and it took us at least six months to settle on NOVIPRO» explains M. Munger

NOVIPRO differentiated itself from other technology service providers with its in-depth specialist expertise and personalized approach:

«We liked the energy of the team, the collaborative spaces, the integration of values common to our company. There was a natural fit with the people in place», emphasizes Frédéric Munger.

As a result, NOVIPRO was commissioned by Stageline to integrate Infor's CSI solution while minimizing operational interruptions. The project was carried out in several phases:

- **Needs Analysis**
Our experts supported Stageline in aligning the ERP with the desired post-implementation business objectives
- **System Configuration**
We supported Stageline in customizing its ERP system to meet its specifications
- **Implementation Support**
Our team of specialists ensured a smooth and efficient transition and data transfer to the new Infor CSI ERP system

Each phase was carefully planned to meet identified challenges and maximize the benefits of the new enterprise application.

In addition, our experts are actively involved in training Stageline users, enhancing their skills so that they use Infor CloudSuite Industrial to its full potential.



A Revised Plan for Better Change Management

As mentioned at the start of this case study, Infor CloudSuite Industrial is designed to intervene in the following three areas of Stageline:

- Production
- Warehouse management
- Accounting processes

However, making all these changes at once is ambitious, and can cause major disruption to the company during the transition.

In the end, Stageline and NOVIPRO agreed to schedule three launches for each of the areas mentioned:



When it came to planning the launch in 2022, we realized that we weren't ready. With NOVIPRO's support, we decided to change our strategy and opt for three launch phases per sector. This enabled us to manage each phase more effectively, and to train staff appropriately. The third phase, concerning warehouse management, is scheduled for fall 2024.

DID YOU KNOW?

The Infor CloudSuite Industrial (CSI) software package runs on the cloud. Discover its benefits in our webinar.



Why Infor Cloud?

[VIEW THE WEBINAR](#)



Frédéric Munger,
Director of Manufacturing,
Stageline



Thanks to NOVIPRO's Infor expertise and to CloudSuite Industrial,

Stageline now benefits from **optimized production management** and **improved accounting**. Stageline also boasts the **availability of real-time data** from CloudSuite Industrial, which greatly assists its operations.

With two out of three launches currently running, the company already has greater visibility of its activities, enabling it to **make the right strategic decisions for good business governance**. After the final implementation of the software package for **warehouse management**, scheduled for fall 2024, the company should benefit from significant improvements in this key sector of the company.

With its Infor **GOLD certification**, NOVIPRO ensures **personalized follow-up** with the Stageline team to fully assimilate and use all the functionalities of the ERP package: **"The software is huge, it's a beast to understand. We're making daily progress with the system"** assures Frédéric Munger.

By following Stageline's example, organizations can not only modernize their applications and processes, but also **obtain tangible, measurable results in terms of productivity, efficiency and competitiveness**.



With over 25 years experience in the ERP industry, I've seen our customers' needs continually evolve. Thanks to its ongoing functional enhancements and Infor's desire to keep up with new technologies, CloudSuite Industrial is proving to be a powerful tool: it not only offers increased operational efficiency, but also unrivalled fluidity for internal processes

Jean Desbiens,
CSI Solutions Designer,
NOVIPRO



Technological modernization offers many advantages for operational efficiency. Discover the case of Olymel which recently modernized its servers.

READ THE CASE STUDY





IN A NUTSHELL

Modernization, a Worthwhile Investment for Any Company

Modernization seems popular nowadays: NOVIPRO Group and Leger's 8th IT Trends report revealed that 80% of Canadian companies plan to invest in modernizing their systems over the next two years. They are particularly considering artificial intelligence and advanced data analysis solutions to boost productivity.

24 %

of these companies identify the modernization of existing systems as their fourth most important investment, underlining the **need to keep infrastructures updated to remain competitive.**

Data from the 8th edition
of IT Trends

FREE DOWNLOAD



You must know how to calculate the cost of having external consultants compared with using internal resources to implement a major project like Infor. If the investment is greater in the short term, the savings in the long term will be beneficial to the company

Frédéric Munger,
Director of Manufacturing,
Stageline



WHAT QUESTIONS SHOULD YOU ASK YOURSELF BEFORE STARTING ENTERPRISE APPLICATION MODERNIZATION?



To initiate the consideration of IT infrastructure and process modernization, it is important to review:

- **The competitive advantage of modernization:** Will this modernization enhance operational efficiency in my company's critical departments? How?
- **Prioritization of modernization projects:** Which departments need to review their processes first?
- **Integrating modernization at different organizational levels:** How should modernization be introduced? Which department should be given priority? What can be done to manage change within the company?
- **Risks to competitiveness, security and productivity associated with the absence of modernization:** Do my poorly optimized processes impact my competitiveness in the marketplace? What about data security? Or my team's productivity?





Application modernization is a strategic necessity

for companies seeking to remain competitive. NOVIPRO, with its extensive expertise and personalized approach, is the partner of choice to support companies in this essential process.

If you relate to Stageline's circumstances, our expert consultants can guide you toward technology solutions that meet all your business needs.

NOVIPRO's business consulting services

LEARN MORE



Infor CloudSuite Industrial (CSI)

OUR SERVICES OFFERED



Infor designed Infor CloudSuite Industrial (CSI) to maximize operational efficiency, harmonize production processes, and offer advanced customization for unique needs. With its flexible functionalities, CSI enables companies to optimize every aspect of their operations for superior performance and on-time delivery. Infor and its long-term partner NOVIPRO have combined their strengths to develop a robust solution for Stageline that is perfectly adapted to its specific requirements.

Wendy Franklin,
Regional Vice President,
Infor



About NOVIPRO

Since 1993, NOVIPRO has been committed to crafting solutions tailored to your context, resources and business objectives. NOVIPRO is dedicated to optimizing business performance by developing business solutions based on the judicious and innovative use of information technologies, leveraging our wealth of human capital, our range of expertise and the power of our network.

Since 2022, NOVIPRO has been a wholly-owned subsidiary of the NOVIPRO Group.

About NOVIPRO Group

NOVIPRO Group is a consolidator of powerful, enterprise-related tech solution providers.

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