

ENSIOR FOR TRANSLAS

Analytics4Business One gives Translas insight and peace of mind

All major Translas KPIs at branches in Canada, U.K. and the Netherlands
in a single overview



ensior

TRANSLAS 

TRANSLAS CASE STUDY

Welding specialist Translas needed clear insights. Turnover, new orders, creditors, debtors, machine coverage, etc. Thanks to Analytics4Business One, the company now has an up-to-date picture of every major KPI around the world. This insight provides peace of mind. “We now work less ad hoc.”

Translas is the only manufacturer of MIG and TIG welding torches and welding equipment in the Netherlands. Translas also markets products such as welding helmets, safety gloves and welding goggles under the FORCE label. The company develops and produces all its products in-house and supplies its customers through a worldwide dealer network in fifty countries.

Operational Manager Marcel Hamoen is responsible for the streamlined production of the products in the Translas catalogue. “It contains more than 12,000 products. Quite a logistical challenge. That is why we have been working with SAP Business One for a few years now.” Translas primarily uses SAP’s ERP system for SMEs to make sure all logistics and financial matters are on track.

As a result of an ISO certification process, Translas needed to have more concrete insights and - above all - clear KPIs. It was soon apparent that SAP Business One did not have enough reporting functionality. Hamoen: “We didn’t really have current insights. Moreover, it took us a lot of time to prepare reports.” That lack of insight created a very ad hoc organisation. “We took action based on what we heard during chats in the corridor. When you were told about a problem, you went and solved it.”

PREDEFINED CUBES

Translas went in search of expertise at the interface of SAP and analytics, and soon arrived at Ensior’s door. “We had a few wishes. To have the same insight worldwide, for example. In addition, we had a preference for a Microsoft solution.” Hamoen couldn’t have asked for more. “We were immediately pleased with the super solutions that Ensior showed us.” Hamoen and

his colleagues were particularly enthusiastic about the pre-built cubes based on Microsoft SQL server. “SAP contains an enormous amount of tables with data that you need for your analyses. The Ensior solution retrieves that data quickly and easily from SAP Business One and presents all variables with descriptions that we also use. This makes it easy to analyse and compile reports with Power BI. This was really new to us.”

“I am a very precise person. It’s nice to see how simple the software is.”

- Marcel Hamoen, Operational Manager Translas -

THREE LOCATIONS, ONE ENVIRONMENT

The collaboration with Ensior went very smoothly. Initially, Ensior consultants together with Translas looked at which insights and KPIs Translas needed most. On the basis of those answers, Ensior optimised Translas’ technical infrastructure and set up the self-service BI environment. The software combines all data from Translas’ locations in the Netherlands, UK and Canada in one single environment. Ensior trained Translas in the use of the solution and helps Translas one day a month to get even more out of the system. Hamoen: “We want to continue having successes.”

Hamoen sees the effects of Analytics4Business One every day. “It makes you calmer,” he says. “Translas is subject to the whims of the day. We can instantly see whether our worldwide order intake is in line with our forecast. This also applies to our machine coverage; when we used to see an idle machine, there was immediate stress. Not anymore. If something is wrong, you see it in time and you can take immediate action.”

ABOUT ENSIOR Ensior is the leading expert in Business Intelligence (BI), having built up a highly impressive track record since it started in 2002. Ensior, which is derived from the word ‘ensure’, lets organisations get a grip on their processes and get the information they need on time. We give our clients a competitive edge by giving them proven BI technology and the benefit of our knowledge of business processes. Ensior’s commitment to quality and our pragmatic approach have given us an excellent reputation in the various markets we operate in. Our highly qualified professionals can provide efficient and reliable services. [Ensior: Making Business Intelligence Work](#)

ENSIOR B.V.
Hoofdstraat 91
3971 KE Driebergen
The Netherlands
Tel: +31 (0) 30 630 1052
www.ensior.com



ensior