



Customer Profile

L&H Industrial Experiences Explosive Growth with Infor VISUAL



Facts at a glance.

Solution: ERP

Products: Infor™ VISUAL

Industry: Equipment/Construction,
Mining, & Agriculture

Country: USA

"Infor VISUAL may be the only concurrent scheduling system that actually works. It makes our business profitable and prosperous."

—Mike Wandler, President/Shareholder,
L&H Industrial Inc.

About the company.

L&H is a leading after-market supplier in the mining industry—a world-class rebuilder of heavy mining equipment and engineer, design, and manufacture alternative replacement parts for the surface mining industry. L&H's distribution and service network spans the globe, with distributors in all major mining areas worldwide. The company is committed to maintaining its reputation as a high-quality repair, fabrication and manufacturing provider. To learn more, visit <http://lnh.net/>.

Challenges.

- Enable concurrent scheduling.
- Gain better control of operations processes.
- Replace existing ERP solution with one that could support growth in sales from \$10 million to \$200 million.

Benefits.

- Experienced a 30% increase in throughput when acquiring another job shop, with less demand on the office and production staff due to proper scheduling and good systems throughout.
- Enabled inside sales coordinators to increase the amount of business they were handling from about \$2 million to \$10 million each.
- Streamlined the creation of work orders from hours to minutes based on history stored in the system.
- Decreased overhead while increasing sales.
- Allowed better understanding and control of workload capacity through concurrent scheduling.
- Gained the ability and confidence to manage the exceptions and let the system handle everything else.

"Originally, we reviewed at least 10 systems before choosing Infor VISUAL. Now we don't look beyond Infor products; we want to stay with this ERP system."

—Mike Wandler, President/Shareholder,
L&H Industrial Inc.

641 Avenue of the Americas New York, NY 10011 800-260-2640 infor.com

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