



Customer Snapshot

Generadora Eléctrica del Norte improves inventory control and increases revenue with Infor



Facts at a glance

Products: Infor® EAM and Infor VISUAL

Industry: Power Utilities

Country: Guatemala

Channel partner: Visual Knowledge
Centro América

“Infor solutions are the best option in the market to enhance organizational processes, due to their wide flexibility and easy integration. Working with Visual Knowledge, Infor’s partner, has been a great experience and both solutions were successfully implemented.”

—Luis Pozuelos, IT Manager, Generadora Eléctrica del Norte

About the company

Generadora Eléctrica del Norte is a Guatemalan-based electric power plant that has been providing energy to the Guatemalan territory and the Central American market since 1998. As of 2008, the company has also been trading electric power through its trading company, Recursos Geotermicos. To learn more, visit www.genorltd.com/en/generating.

Challenges

- Implement an easy-to-use ERP system with a low total cost of ownership.
- Improve asset management processes.
- Integrate disparate systems to support end-to-end processes throughout the organization.
- Decrease maintenance stock levels and grow revenue.
- Improve warehouse, maintenance, and financial operations reliability.

Benefits

- Saw a quick return on investment after implementing Infor VISUAL® and Infor EAM.
- Optimized equipment usage and increased staff productivity by implementing more effective asset management processes.
- More effectively managed inventory, controlled asset maintenance processes, and executed maintenance policies by integrating systems and standardizing processes.
- Gained more accurate and timely financial information by integrating financial processes with plant production information.
- Decreased spare part inventory levels by 20% to 25%.
- Increased revenue by 15%.
- Increased accuracy in warehouse operations, maintenance processes, and financial tasks.

“By using Infor VISUAL, all required sales, planning, and inventory data is immediately available, allowing Generadora Eléctrica del Norte to react faster to customer demands. In combination with Infor EAM, the company can also plan its maintenance resources and manage work order processes to ensure on-time delivery.”

—Rene Nazario, Director, Visual Knowledge Centro América

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