



Customer Profile

Promethean picks up the pace with Infor LN



Facts at a glance

Solution: ERP

Product: Infor LN

Industry: Services

Country: UK

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**—Neil Johnson, Chief Financial Officer,
Promethean**

About the company

Promethean is a global leader in interactive learning technology that empowers teachers to engage, educate, assess, and motivate learners. Developed by and for educators, its award-winning products help teachers to prepare digital lessons quickly and with greater ease. The technology enables them to create, customize, and integrate text, web, video, and audio content, so they can more easily capture students' attention and accommodate different learning styles. Promethean is headquartered in Atlanta, Georgia, with flagship headquarters in Blackburn, UK. Its products are distributed through a global network of partners in over 70 countries.

Preparing for growth

Promethean needed a business-specific solution to provide the company with an accurate and real-time view of all operations across finance, sales, manufacturing, customer support, and distribution. "After experiencing rapid business growth, it was evident that our systems could not keep pace. We made the decision to invest in an ERP system which would streamline the management of information and be scalable to support our future growth," says Neil Johnson, chief financial officer, Promethean.

Focusing on a solution

After a competitive tender process, the company selected Infor™ as its partner. According to Neil Johnson, "Promethean has operations across the world. Infor LN will provide us with a single, integrated system." Infor LN is a highly scalable solution that includes built-in finance, sales, purchasing, configuration, planning, manufacturing, warehousing, and service management capabilities. Using this solution, customers with multinational manufacturing and distribution requirements are able to effectively manage complex supply chains and quickly adapt to changes in the global market place. "From the outset," says Neil Johnson, "it was evident that the Infor application was the most comprehensive solution in the marketplace and provided the lowest total cost of ownership of all the solutions that we reviewed. Infor LN required minimal customization, which supported a fast implementation."

Going live

Promethean's site in Blackburn was the first to go live on the Infor solution. This site handles the most complex business processes, including order processing, production and planning, customer support, installation, and distribution. Using Infor LN to improve stock visibility and rationalization, the UK site has already reduced part number inventory by 75%. The company also plans to use the application to help it gain a single view across its entire business, allowing it to plan manufacturing more efficiently between sites in the UK and China. Infor LN will provide Promethean users with the relevant information required to schedule production more effectively and provide a higher level of service for customers and partners. It will also enable Promethean to track the performance of its departments and ensure it meets local compliance requirements. The next phase of the project is to repeat the UK success in Promethean's sites in America, China, France, and Germany.



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