

## Gunnebo Security Group

### Security Giant Builds ERP Infrastructure to Serve Customers around the Globe Efficiently



#### Overview

**Country or region:** Sweden (headquarters), active worldwide

**Industry:** Manufacturing – Industrial Equipment Manufacturing

**URL:** [www.gunnebo.com](http://www.gunnebo.com)

**Number of employees:** 6,000

**Solution:**

To-Increase Advanced Discrete Manufacturing

- Advanced Configurator

**ERP system:** Microsoft Dynamics AX

#### Customer Profile

Gunnebo Security Group, headquartered in Göteborg, Sweden, provides security products—including locks, gates, entrance controls, safes, turnstiles, vaults, and mass transit gates—to customers around the globe in almost any industry as well as the public sector. When company leadership decided to modernize Gunnebo’s technology infrastructure and implement a modern ERP system across the organization, requirements included extensive industry-specific capabilities and the ability to simplify the process of creating product configurations and delivering customer quotations.

#### Solution

After reviewing ERP vendors and systems, Gunnebo chose To-Increase Advanced Discrete Manufacturing in integration with Microsoft Dynamics AX, the ERP system. At the time, To-Increase and Microsoft collaborated in a joint initiative to serve customers, and the integrated solution was known as Industrial Equipment Manufacturing for Microsoft Dynamics AX. Gunnebo implemented the Advanced Configurator, at the time known as the e-Con Sales and Product Configurator, in integration with the ERP infrastructure. To-Increase technology experts supported the customer’s deployment and integration efforts.

#### Results

By combining To-Increase Advanced Discrete Manufacturing and Microsoft Dynamics AX, Gunnebo availed itself of a companywide ERP system that supports the company’s business model and processes with minimal modifications. Country subsidiaries use the solution to manage finance, manufacturing, distribution, and other operations within their geography. Corporate executives rely on it for complete, real-time insight that enables effective strategic planning and strengthens the company’s competitive position. Across Gunnebo’s global operations, Advanced Configurator within the integrated ERP system gives visibility into possible product configurations, helps to ensure that configurations agree with standards in different countries, accelerates order processing, and assists Gunnebo in maintaining a strong customer focus with a smaller marketing effort.