



## Epicor Success Story

# Knightsbridge Chemicals

## Company Facts

- ▶ Location: UAE, Egypt
- ▶ Industry: Manufacturing
- ▶ Number of Locations: 2
- ▶ Web site: [www.knightsbridgechemicals.com](http://www.knightsbridgechemicals.com)

## Success Highlights

### Challenges and Opportunities

- ▶ Growing global organization in need of a consolidated ERP system that has a strong manufacturing base with flexibility; ability to support business growth and diversity; offer reasonable total cost of ownership; offers support multiple geographical locations; and must be user-friendly

### Solution and Services

- ▶ Epicor ERP

### Why Epicor?

- ▶ Best fit for a manufacturing business
- ▶ Flexibility and scalability
- ▶ Low total cost of ownership
- ▶ Extremely user-friendly

### Benefits

- ▶ Excellent business intelligence
- ▶ Up-to-the minute data availability strategic decision for making
- ▶ Facilitates growth and expansion
- ▶ Is a key part of Knightsbridge Chemical's growth and prosperity



Knightsbridge Chemicals is a global company known for its innovative products and services engineered for a variety of industries. Founded in 1997, it continues to be a leader in chemical manufacture, oil and gas, renewable energy, beef genetics, and real estate. The Knightsbridge Chemicals' international operations are made up of multiple production sites and sales companies with regional and local employees. This facilitates the speedy adaptation of the company's highly specialized product offering to suit local customers and market conditions.

Knightsbridge Chemicals puts the needs of its local customer at the very centre of its business activities. The company's products and systems, backed by comprehensive service packages, are carefully tailored to local market needs and more specifically, to their customers.

### Integrated ERP system perfectly suited to manufacturing

To facilitate Knightsbridge Chemicals' global expansion strategy, it became clear that a solid integrated ERP system was essential to manage day-to-day activities, assist tactical decision-making and consolidate company efforts. This was further compounded by the diversity of customer requirements and a challenging market place.

### Industry specific ERP solution

Knightsbridge Chemicals' old ERP system only had a finance module, and as the company expanded operations globally, it became clear it was unable to meet the organization's demands. Without the help of a proven ERP system



that can adapt to the requirements of a leading international manufacturer, Knightsbridge would not be able to implement its growth strategy.

“After considering three of the world’s leading business software solutions providers it quickly became clear that Epicor ERP was the best choice for our business. Epicor offers an industry specific ERP solution with vast capabilities at an excellent price when compared to the big players,” says Eric Link, CEO for Knightsbridge Chemicals.

“Key focus areas included supporting strategic decision-making and managing global operations. These are major considerations because they directly influence profitability. The solution also had to be flexible and support the complexity of the manufacture of specialty chemicals,” adds Link.

## Why Epicor

Epicor ERP offers the ‘best fit’ for Knightsbridge Chemicals’ need for a solid ERP system with flexibility specifically suited to manufacturing. It is also very user-friendly and the low total cost of ownership makes it the best choice at the best price.

“We found that not only does Epicor offer the exact functionality we require, it’s also flexible and can grow with our business. This, coupled with the fact that it is the most cost-effective option when compared to leading ERP systems, made it the obvious choice,” says Link.

## The installation

With 30 users, Epicor ERP is used by all departments of Knightsbridge Chemicals. Some of the key areas include

managing production job cards, inventory receipts and issues, receivables and payables, order management, and perhaps one of the most important uses is for business intelligence.

This is achieved using the following modules:

- ▶ Order management
- ▶ Production management
- ▶ Material management
- ▶ Financial management (except payroll)

“Having up-to-the-minute business intelligence data readily available means that management is able to make strategic decisions using the right information that is current and absolutely correct,” adds Link.

## Customer satisfaction

“Epicor ERP has become an integral part of our business. It makes customer satisfaction simple and facilitates global expansion with strategic decision-making based on firm data,” says Link.

Knightsbridge Chemicals takes pride in its customer-centric approach to business. Epicor ERP has made it possible to implement a bold global expansion strategy that drastically influences its production capacity and productivity while keeping customer requirements and fulfilment at the heart of their business.

“Since the implementation of Epicor ERP, the main benefit we see is end-user satisfaction, which is essential to our business. After all, our customers are the driving force behind what we do,” concludes Link.

## About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software that is designed around the needs of our manufacturing, distribution, retail, and service industry customers. More than 40 years of experience with our customers’ unique business processes and operational requirements is built into every solution—in the cloud, hosted, or on premises. With a deep understanding of your industry, Epicor solutions spur growth while managing complexity. The result is powerful solutions that free your resources so you can grow your business. For more information, [connect with Epicor](#) or visit [www.epicor.com](http://www.epicor.com).



Contact us for more information on Epicor Products and Services

+971.4.391.3730 marketing.mena@epicor.com www.epicor.com

**Corporate Office**  
804 Las Cimas Parkway  
Austin, TX 78746  
USA  
Toll Free: +1.888.448.2636  
Direct: +1.512.328.2300  
Fax: +1.512.278.5590

**Latin America and Caribbean**  
Blvd. Antonio L. Rodriguez #1882 Int. 104  
Plaza Central, Col. Santa Maria  
Monterrey, Nuevo Leon, CP 64650  
Mexico  
Phone: +52.81.1551.7100  
Fax: +52.81.1551.7117

**Europe, Middle East and Africa**  
No. 1 The Arena  
Downshire Way  
Bracknell, Berkshire RG12 1PU  
United Kingdom  
Phone: +44.1344.468468  
Fax: +44.1344.468010

**Asia**  
238A Thomson Road #23-06  
Novena Square Tower A  
Singapore 307684  
Singapore  
Phone: +65.6333.8121  
Fax: +65.6333.8131

**Australia and New Zealand**  
Suite 2 Level 8,  
100 Pacific Highway  
North Sydney, NSW 2060  
Australia  
Phone: +61.2.9927.6200  
Fax: +61.2.9927.6298

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