Aqualux Products Adopts Infor CloudSuite Industrial on AWS, Improving Agility and Efficiency

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Executive Summary

Aqualux Products Ltd. (Aqualux Products) adopted an enterprise resource planning (ERP) solution from AWS Partner Infor to achieve high scalability and visibility. The manufacturer required an efficient ERP system as well as custom software components to manage its business and respond to disruptions during the COVID-19 pandemic. Alongside Infor and SAIBSolutions Ltd. (SAIBSolutions), Aqualux Products implemented Infor CloudSuite Industrial, an AWS-powered ERP for industrial manufacturers, in only 4.5 months, a project originally estimated to take 14 months. Using the solution, Aqualux Products has reduced overhead, automated core processes, and facilitated digital transformation.

Streamlining Core Operations with a Flexible ERP System

Aqualux Products is a designer and manufacturer of bath screens, shower enclosures, and related products in the United Kingdom. To better manage its operations and respond to challenges posed by the COVID-19 pandemic, the small company required a flexible, efficient ERP solution that would improve organizational visibility. Aqualux Products also needed to streamline information sharing across its organization and sought a way to implement custom electronic data interchange interfaces in only 4 months.

After engaging Amazon Web Services (AWS) Partner Infor, Aqualux Products implemented Infor CloudSuite Industrial as its core ERP solution for the entire organization. At the same time, custom software components were developed to achieve the 4-month deadline. Since the ERP solution went live in May 2020, the manufacturer has achieved high scalability, agility, and efficiency across its organization, positioning itself for future growth.

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>
> **—Steve Lee, CEO, Aqualux Products Ltd.**

Seeking an ERP Solution for Industrial Manufacturers

Infor is a provider of global business software for multiple industries and has been an AWS Partner since 2014. Infor operates the Infor Partner Network, which connects small and medium enterprises with vendors who can help them adopt and implement Infor solutions. Its channel partners are implementation specialists operating in different markets. "Our aerospace and defense solutions are not the same as our food and beverage ERP, which is not the same for industrial manufacturing," says Gordon Hamilton, channel director for ERP at Infor. "Our channel partners know how to implement our solutions so that they meet the needs of specific industries."

Needing a fast and agile solution, Aqualux Products turned to Infor and selected Infor CloudSuite Industrial as its core ERP. This cloud-native solution is designed specifically for industrial manufacturers and is powered by 50 AWS services, including Amazon Relational Database Service (Amazon RDS), which makes it easy to set up, operate, and scale a relational database in the cloud. "Business agility and resilience are critical for businesses as we emerge from the COVID-19 pandemic," says Anwen Robinson, general manager and senior vice president for the United Kingdom and Ireland at Infor. "The flexibility and scalability of Infor CloudSuite Industrial, in combination with business-wide functionality, made it the ideal ERP solution for Aqualux Products."

Infor engaged its channel partner SAIBSolutions, a software development and ERP implementation company, to implement Infor CloudSuite Industrial for Aqualux Products. SAIBSolutions simultaneously built several

About the Customer

Aqualux Products Ltd. is a designer and manufacturer of shower enclosures, bath screens, and related shower accessories in the United Kingdom.

custom electronic data interchange interfaces and connected them to Infor CloudSuite Industrial for the manufacturer. Infor initially estimated that the project would take 14 months, but SAIBSolutions completed the implementation in only 4.5 months.

Implementing Infor CloudSuite Industrial on AWS

For a small enterprise like Aqualux Products, implementing an advanced, high-performing ERP system could take years. With the support of Infor and SAIBSolutions, the manufacturer implemented and began using Infor CloudSuite Industrial across its organization in a matter of weeks. Aqualux Products now uses the ERP system to support all its business processes. "By implementing Infor CloudSuite Industrial, we have become a more agile organization," says Steve Lee, CEO at Aqualux Products. "We are able to respond faster and more effectively to customer demands and marketplace challenges, however unexpected they might be." Since going live, Aqualux Products has increased automation and streamlined core business workflows, including order updates, stock feeds, and customer system connections.

Using Infor CloudSuite Industrial, Aqualux Products has unlocked several key efficiencies. For example, it reduced almost all its overtime costs by streamlining business processes on its ERP system. Because the ERP system provided visibility across the entire organization, Aqualux Products was able to quickly reimplement an internal warehousing division. As a result, the company reduced its monthly overhead costs by 20 percent.

Aqualux Products achieved high scalability using Infor's ERP system. Because Infor CloudSuite Industrial uses [Amazon Elastic Compute Cloud](#) (Amazon EC2), which provides secure and resizable compute capacity for virtually any workload, Aqualux Products can provision capacity as needed and scale efficiently to support its continued growth. The ERP solution also uses [Elastic Load Balancing](#) (ELB), which automatically distributes incoming application traffic across multiple targets and virtual appliances in one or more Availability Zones. "Using our ERP solutions, our customers can go from 10 users to 10,000 users overnight," says Hamilton. "That elasticity is built into our infrastructure on AWS."

While in lockdown during the COVID-19 pandemic, Aqualux Products and SAIBSolutions worked closely on a remote basis to implement the ERP. Because Infor CloudSuite Industrial is a cloud-native service that can be accessed from any location, Aqualux Products was able to facilitate the transition to remote work and uphold business continuity on AWS. "The cloud-based nature of the ERP system, running on AWS, meant that we were able to carry on running the business during the COVID-19 pandemic," says Lee. "The majority of our staff worked from home, and we only needed a small warehouse team on site. We were able to manage these disruptions without impacting customer service."

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Advancing Business Operations Using Solutions from Infor

By quickly implementing Infor CloudSuite Industrial, Aqualux Products has streamlined complex processes, increased automation, and facilitated a wider strategy of digital transformation. During its next phase of deployment, Aqualux Products will adopt [Infor Factory Track](#), a solution that it will use to automate and simplify its plant floor and inventory operations. "By implementing Infor CloudSuite Industrial, we have facilitated digital transformation across our business," says Lee. "Using this powerful solution, we have achieved high resilience, flexibility, and efficiency following disruptions from the COVID-19 pandemic. Infor CloudSuite Industrial now forms the backbone of our business."