ERA Convention 2011

"Growth Again"

IT development at
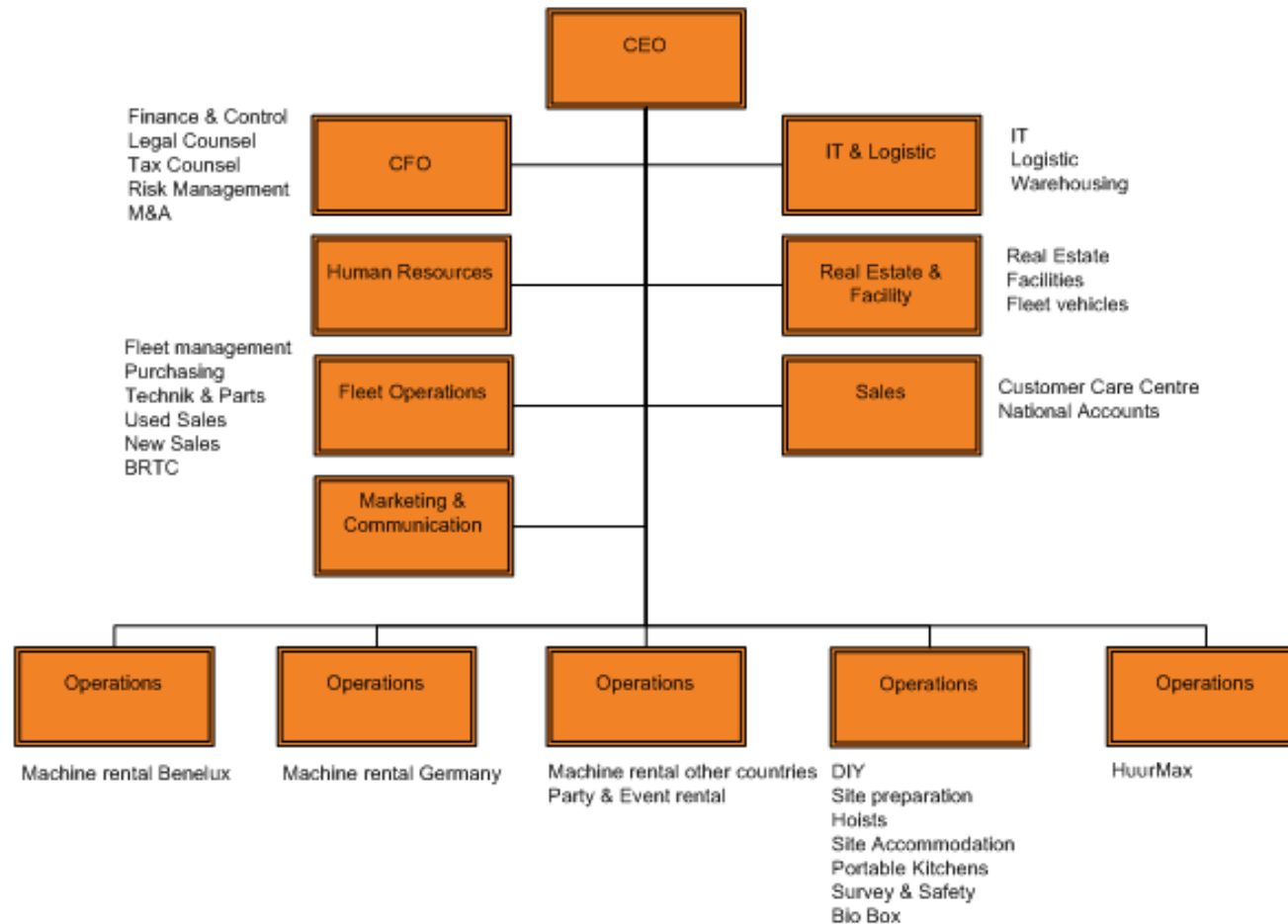
Boels
RENTAL

Edwin Wijers

Organization chart Boels

Branches

Over 225 branches in 9 European countries
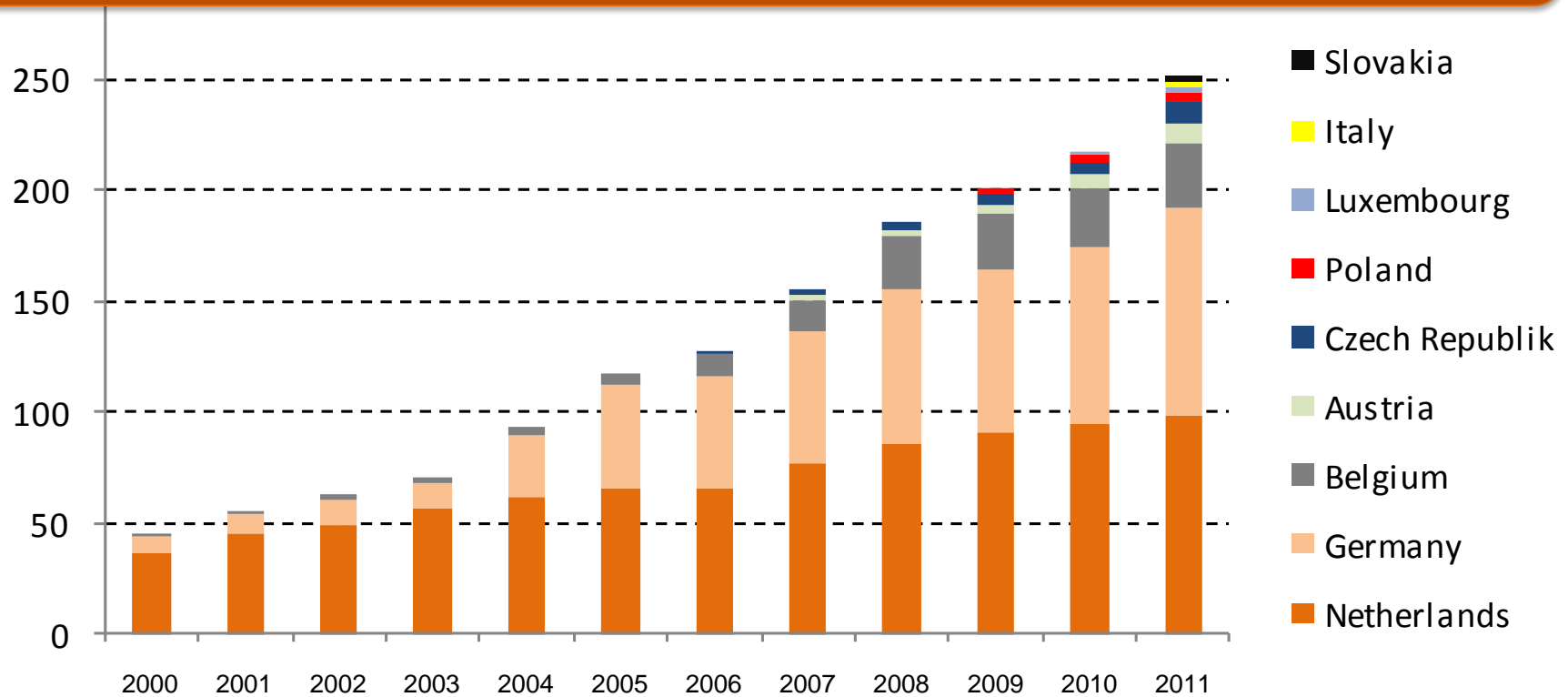
Business units

Equipment rental

Party & Portable Kitchens

Building site installation

Home improvement centre

Survey

Equipment rental

Party

PTK

Hoists

Site preparation

Site accommodation

DIY

Survey

I.T. landscape at Boels Rental

- **850 users (citrix based)**
- **9 countries**
- **Software :**
  - ➢ **inspHire (ERP)**
  - ➢ **Sap (Financial and Consolidation)**
  - ➢ **Miscellaneous (CRM, HR, FMIS, BI)**

Challenges / Chances

- **Mobile working and always being connected**

  ➤ **Account Managers (CRM, ERP)**

  ➤ **Mechanics (knowledge base, parts checking and ordering)**

Challenges / Chances

- **Supply chain management**

Supplier

⇕

Boels

⇕

Customer
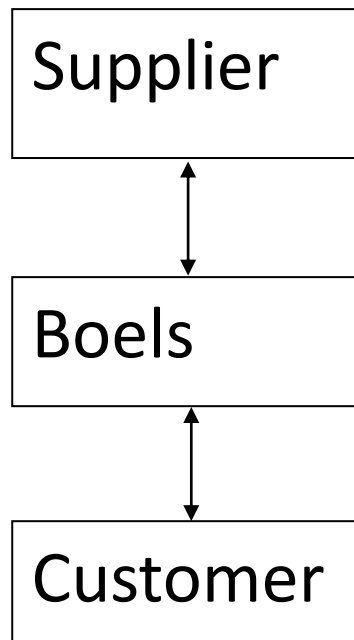
•Define common language (articles)
•Exchange documents (XML,EDI)
•In doing deals think about administrative workload make arrangements
•

Challenges / Chances

- **Regulatory differences between countries**

  ➢ **Testing equipment**

  ➢ **Accounting rules**

  ➢ **Instruction manuals**

Threats

- **Loss of data**

- **Drown in data**

- **Finding the right data**

Thank you for your attention!