



# Embraco Slovakia: Profit from Outsourcing

## The customer

Embraco Europe belongs to the global group Embraco with its parent company in Brazil. The holding is a highly significant producer of hermetic compressors and its production represents up to twenty-five percent of global production in this area. Embraco sells its products in 80 countries on all five continents. Apart from most manufacturing being in Brazil, it also has its own production plants in Italy, China and Slovakia. Its commercial establishments are also in Singapore and the USA. Embraco Slovakia, a subsidiary company of Embraco Europe, has its headquarters in Spišská Nová Ves and focuses on the production of compressors and condensation units for refrigerators and commercial cooling systems.

## The challenge

Embraco Slovakia has chosen to outsource the information system (IS) SAP, as Embraco's basic requirements for the operation of an information system are quite demanding. Embraco places major importance on a continuous operating time, i.e. 24 hours a day, because if the system failed it would cause major problems to the operations of the whole company.

## The project

Embraco has chosen the company VARIAS, which is part of the International S&T Group, to outsource IS due to an excellent cooperation in the past between the two companies regarding the implementation of the information system SAP.

For this project and based on the requirements of Embraco, VARIAS decided to implement a solution based on Microsoft Cluster technology, which was a new concept from the point of view of similar projects which have been realized. This technology minimizes the system downtime and at the same time the whole system is more easily accessible.

Simultaneously with the start-up of the system outsourcing for the locality Spišská Nová Ves, the well-established cooperation VARIAS – Embraco has gone on to implement the system in another one of this holding's plants – Embraco Europe S.r.l. situated in Riva presso Chieri – Torino, Italy. After a year of successful operation, the system was extended, and, now users from Embraco Italy are also linked up to the system.. The total number of users in both factories, using the information system situated in VARIAS in Žilina, has reached 250.

Embraco has decided to make use of VARIAS' services of outsourcing the information system for a period of five years with the possibility of extending the contract beyond that period.

## Benefit for the customer

- efficient cost management
- professional skills
- guaranteed functionality

“Historically, as the most recent manufacturer belonging to Embraco, Spišská Nová Ves did not have any information technology department or computer centre. That meant that the decision to buy the hardware and to establish a department which would be responsible for the maintenance of such a huge system, and to entrust problems with a reliable partner with highly professional skills, was very simple.”

Ján Melikant, Manager of Embraco Slovakia

## S&T Slovakia

S&T Slovakia was founded in 1993 and is today one of the most important suppliers of integrated solutions in the area of information technologies in Slovakia. The company provides its customers with IT solutions including analysis of their needs, creation of strategy, delivery and implementation of technologies, consulting services, training, service and project funding. In 2005, S&T took over SAP specialist company VARIAS, which has a focus on system integration and implementation of SAP R/3 information systems and mySAP Business Suite solutions. S&T Slovakia currently has around 150 employees in four cities, Bratislava, Zilina, Banska Bystrica and Kosice.

S&T Slovakia belongs to the S&T Group, which with about 3,000 employees in 22 countries and revenue of 461.3 million Euros in 2006 is the leading provider of IT consulting, IT solutions, and IT services for customers in Central and Eastern Europe (CEE) and the Germany-Austria-Switzerland region.

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