



Customer Snapshot

GENOR improves inventory control and increases revenue with Infor



Facts at a glance

- Products:** Infor® EAM and Infor VISUAL
- Industry:** Power Utilities
- Country:** Guatemala
- Channel Partner:** Visual Knowledge Centro América

About the company

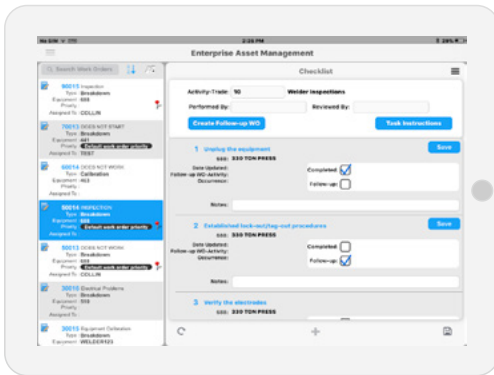
Generadora Eléctrica del Norte is a Guatemalan-based electric power plant that has been providing energy to the Guatemalan territory and the Central American market since 1998. As of 2008, the company has also been trading electric power through its trading company, Recursos Geotermicos. To learn more, visit www.genorltd.com/en/generating.

“Infor solutions are the best option in the market to enhance organizational processes, due to their wide flexibility and easy integration. Working with Visual Knowledge, Infor’s partner, has been a great experience and both solutions were successfully implemented.”

**Luis Pozuelos, IT Manager,
Generadora Eléctrica del Norte**

Challenges

- Implement an easy-to-use ERP system with a low total cost of ownership
- Improve asset management processes
- Integrate disparate systems to support end-to-end processes throughout the organization
- Decrease maintenance stock levels and grow revenue
- Improve warehouse, maintenance, and financial operations reliability



Benefits

- Saw a quick return on investment after implementing Infor VISUAL® and Infor EAM
- Optimized equipment usage and increased staff productivity by implementing more effective asset management processes
- More effectively managed inventory, controlled asset maintenance processes, and executed maintenance policies by integrating systems and standardizing processes
- Gained more accurate and timely financial information by integrating financial processes with plant production information
- Decreased spare part inventory levels by 20% to 25%
- Increased revenue by 15%
- Increased accuracy in warehouse operations, maintenance processes, and financial tasks

“By using Infor VISUAL, all required sales, planning, and inventory data is immediately available, allowing Generadora Eléctrica del Norte to react faster to customer demands. In combination with Infor EAM, the company can also plan its maintenance resources and manage work order processes to ensure on-time delivery.

**Rene Nazario, Director,
Visual Knowledge Centro América**



We Provide Solution to Your Information Needs

Visual K helps companies to focus on core, revenue-generating activities, delivering value to customers. By using Infor's software and Visual K's services to automate operations, streamline processes and access real-time business information anytime, anywhere, growing businesses realize breakthrough performance improvements.



Power Gen



Packaging Paper & Plastics Film



Laminated Plastics



Plastic Bottles



Enterprise Resource Planning
ERP



Enterprise Asset Management
EAM



Human Resources
HTIS



Point of Sales
POS



Dynamic Enterprise Performance Management
d/EPM



Business Intelligence
BI-BAMF



Supply Chain Management
SCM: WMS



Customer Relationship Management
CRM

20

Years of experience

Customers in

+10

Countries

+50

Professionals

+150

Active customers

Guatemala

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