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IMG Americas Helps Drive SAP® Business One Globalization for LORD Corporation

Successful Go-live in Japan Provides Blueprint for Worldwide Implementations of SAP Business One with be.as Add-on Module for Manufacturing

New York City, NY— April 4, 2006 — The Information Management Group (IMG), a provider of innovative business engineering services, today announced the successful go-live of SAP® Business One at LORD Corporation in Japan. Headquartered in Cary, NC, LORD designs and manufactures specialty and general-purpose adhesives as well as systems to manage mechanical motion, and control noise and vibration for transportation, aerospace and industrial applications. LORD selected IMG Americas as its SAP Business One implementation partner to help deploy SAP’s affordable integrated business management solution beginning with LORD Corporation’s Far East Japan entity and other future international locations. The implementation also features the be.as Corporation’s add-on module for manufacturing. LORD is looking at the deployment of SAP Business One at its various locations throughout Europe, Asia-Pacific, and the Americas, which when completed will have several hundred concurrent users. IMG Americas announced the LORD go-live at the SAP Business Forum (New York City) in which IMG Americas is participating.

“SAP’s enterprise solutions provide a powerhouse business package that’s fully utilized at our headquarters in North Carolina and multiple domestic USA manufacturing operations including Mexico,” explained Carney Vensel, director of International IT at LORD, “but we don’t need this level of sophistication at our international locations. We researched several different vendor solutions to meet our international needs and only SAP Business One delivers the right blend of business functionality with a global perspective.”

To implement SAP Business One, LORD sought an international partner with deep SAP expertise. “SAP recommended we consider IMG Americas as our implementation partner,” continued Vensel, “and we went with IMG Americas because they are an expert in SAP Business One implementations and have resources around the world, not just offices but offices staffed with consultants who speak the local language and are familiar with the local regulatory and statutory requirements.”

“IMG Americas is part of our international network of SAP Business One partners capable of giving SAP customers and their subsidiaries eye-level service and SAP expertise,” said Ken Lorenz, large enterprise development manager for SAP Business One. “Additionally, our partner network can offer more than 250 add-on solutions – such as be.as for manufacturing that IMG implemented for SAP Business One at LORD.”

SAP Business One Implementation

“LORD typifies our SAP Business One global projects,” noted Klaus Schottenhamel, president and CEO of IMG Americas. “It is a successful American manufacturing company using SAP R/3. They want to extend the benefits of R/3 to their international subsidiaries so they buy SAP Business One; and they want to deploy the solution in a cost-sensitive and time-efficient manner so they partner with IMG Americas,” continued Schottenhamel.

Working with IMG Americas, LORD is deploying SAP Business One to help scale and standardize its global business processes including finance, purchasing, manufacturing, banking, inventory management, and warehouse management. In the future, SAP Business One’s customer relationship management capabilities will also be utilized.

With administrative offices in Tokyo and production in Kofu, LORD Corporation’s facility in Japan manufactures chemical adhesives, which are used for bonding rubber and metal, and sold primarily to automotive manufacturers. Therefore, LORD also requires comprehensive manufacturing resource planning (MRP) capabilities, which are delivered through the be.as manufacturing solution that integrates with SAP Business One. The marriage of SAP Business One with be.as provides LORD with full MRP capabilities such as capacity planning to determine machine and resource utilization and cost calculation across a range of types and centers including pre- and post-calculations. “With SAP Business One and be.as we have a very comprehensive and cost effective solution in place,” said Vensel.

The SAP Business One implementation team consisted of directors of International Finance and IT, the manager of Plant Accounting for Auto and Industrial, and a manufacturing engineering specialist from LORD USA along with a local LORD Japan implementation team headed by Kitado Isao (LORD Japan’s finance manger) who worked with the five-person IMG team responsible for project management, training and domain experts in SAP Business One and the be.as manufacturing module. The implementation timeline spanned about four months from the Business Requirements Review to Blueprint to project kick-off, implementation and go-live. “I don’t believe you could have done this project any faster given the complexity of our business processes combined with the cultural and language considerations,” claimed Vensel.

For example, the LORD implementation needed to address local chemical and manufacturing capabilities while integrating corporate requirements such as integration with the company's Business Intelligence and Hyperion financial consolidation systems, and incorporating invoicing practices unique to Japanese business. IMG ensured their local Japanese consultants were integral to the project to guarantee implementation clarity and help keep the project on track.

“Having worked with large consultancies with armies of consultants, I've learned there is real value in a small professional team such as the one IMG brings to the table,” said Vensel. “They can respond quicker, have the right skill set and resources to kick off the project, and get the job done within a cost-effective business model. Moreover, they were able to do this because of the high level of professionalism and attention to detail that everyone on the IMG team dedicated to the project,” continued Vensel.

About LORD Corporation

With headquarters in Cary, NC, and sales in excess of \$550MM, LORD Corporation is a privately-held company that designs, manufactures and markets devices and systems to manage mechanical motion and control noise and vibration; formulates, produces and sells general purpose and specialty adhesives and coatings; and develops products and systems utilizing magnetically responsive technologies. With manufacturing in eight countries and offices in more than 15 major business centers, LORD Corporation employs more than 2,400 worldwide. Visit www.lord.com for more information.

About IMG

The Information Management Group (IMG) is a leading global provider of innovative business engineering services for small- to mid-sized companies that want business results from their SAP solutions. Specializing in consulting services that align people, processes, and systems with strategies, IMG is a certified SAP Partner with hundreds of successful SAP implementations worldwide. Founded in 1989, IMG is headquartered in St. Gallen, Switzerland and employs over 600 professionals throughout Europe, Asia, the United Kingdom and the United States. IMG Americas is headquartered outside Philadelphia and has offices in the Greater Boston and Chicago areas as well as in Atlanta (GA) and Mountain View (CA). For more information on IMG Americas, call +1 888-446-4872. URL: www.img.com.

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