

TOPS Luchtfilters has better delivery reliability with vPlan



“vPlan saves us a lot of time, because manual work belongs to the past”

Sven Vrijdag

Logistic Manager at TOPS Luchtfilters

BACKGROUND

TOPS Luchtfilters, founded about 40 years ago, is a real family enterprise. For a long time already, a good living was earned by delivery of air filters to industrial paint shops and car body repair companies. In 2009 Nico van den Boomen joined the company, his goal was growth, this resulted quickly in additional air filter deliveries to installation companies, shipbuilders, hospitals and schools. As a result of legislation and maintaining the service levels and quality customers grown accustomed to, the popularity of the company kept growing.

When new homes got completed with a ventilation unit containing air filters, and the rise of energy labels for housing, Nico decided it was time to extend the sale of air filters directly to consumers and Associations of Owners. A webshop was created to easily order air filters. Thanks to smart data use and having the webshop easily found, revenue increased quickly. In the meantime the TOPS Luchtfilters webshop expanded to Belgium, Austria and Germany (where it is now the market leader). The popularity is due to the mission of the company: “We want 100% satisfied customers”, says CEO Nico van den Boomen. “We think along and give advice about the right air filters. We produce and deliver what the customer needs at the correct time. That is the only way we can distinguish ourselves from the competition.”

CHALLENGE

Regardless of growth in revenue and satisfied customer, TOPS Luchtfilters realised last year that delivery reliability could be further optimized. Sven Vrijdag, purchase and logistics manager, did the sales planning from memory, for the purchase planning he used a whiteboard. “That was no longer sufficient” he says.

Client

TOPS
LUCHTFILTERS

General
information

= exact

ERP SYSTEEM

Maarheeze,
The Netherlands

ESTABLISHED

Wholesale

BRANCHE

Marketleader

4 COUNTRIES

1979

FOUNDED

SOLUTION

TOPS Luchtfilters soon came in contact with vPlan. It immediately concluded a trial subscription and experienced good help with getting started in vPlan. TOPS Lichtfilters integrated vPlan quickly and simply to its ERP system Exact Online.

"The planning of the orders is now going great," says Sven. "Purchase and sales orders are automatically synced as cards into vPlan. When I move cards in vPlan, new delivery dates arrive directly in Exact Online. "



"Previously I used a whiteboard, with vPlan I fully understand the purchasing and sales process"

Sven Vrijdag
Logistic Manager

"In vPlan I add priority to cards, that way I have a complete overview of the entire purchase and sales process. Since I do not need to write cards by hand anymore I save a lot of time. Soon we will start using resource planning within vPlan, now we can grow and still keep overview"

Furthermore, the knowledge is now stored in the system and not only in Sven's head. Before, the planning would be in trouble if he was absent. "Now everyone is up-to-date thanks to the clarity of the software. Everyone can use it using a touchscreen. Because of vPlan the delivery reliability has increased drastically. Should any delay occur we can inform the customer ahead of time."

About vPlan

vPlan is the simple, flexible and visual way to plan your work. vPlan provides overview and gives you insight to make the right choices. vPlan is easy to integrate with applications that are already being used within your organization.

Since the start of vPlan in 2017, it has helped many companies plan better. Plans exist wherever work is done. At vPlan we are convinced that our solution helps you to use your resources more sustainably, that you can work more productively as a whole and you can focus on important bottlenecks.

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