

## Bravida

Unit4 Business World ERP supports 20+ mergers for acquisitive Bravida – without disruption.

Scandinavian professional services giant leverages stable IT solution to keep its business running smoothly during a hyper-growth period.

### Overview

Bravida, owned by Bain Capital, is Scandinavia's premier integrated supplier of technical installation and service solutions for buildings and plants. Combining larger company resources (including 8,000+ employees) with the local presence of 150 smaller, nimble locations throughout Sweden, Denmark and Norway, Bravida offers specialist expertise and integrated solutions for electrical installations, heating & plumbing, and HVAC (heating, ventilation and air conditioning) deployments. The company's revenues are approximately 11.5 billion krona (or \$1.7 billion).

The company has been experiencing rapid financial and geographic expansion. In a 10-year period since Bravida first selected and began implementing the Unit4 Business World enterprise resource planning (ERP) software, through to mid-2013, Bravida company executives say that the change-friendly Business World solution has performed "as we expected". For the company's conservative, plain-speak culture, that is high praise, considering that during this period Bravida has transitioned through more than 20 mergers, including one large acquisition of about (two billion Swedish Krona or more than \$300 million).

In 2013, Bravida was appointed general contractor for the two key construction phases of Facebook's new data center in Luleå, Sweden. The project is employing hundreds of local employees and is Facebook's first data center outside of the U.S. Upon completion, it will be one of the world's most advanced high-tech and energy-efficient data centers, helping to serve the traffic generated by Facebook's one billion global users.

### The needs

Bravida first committed to deploy Unit4 Business World in 2003.

At that time, the company was not yet consolidated in terms of culture, processes or ERP systems, and it was facing the complexities that accompanied being a multi-segment professional services organization with disparate geographic locations.

A key priority throughout the Business World deployment has been to create a solid technical foundation for the company, a universal way to process all of the organizations transactions and manage its business needs.



Photo: Petter Karlberg



Bravida was appointed general contractor for the two key construction phases of Facebook's new data center in Luleå, Sweden.

## The solution

Norway had the first of Bravida's offices to come online with Business World, followed by Denmark and, ultimately, Sweden. The company is using Business World's accounting, time and project, field service management and electronic invoicing capabilities.

Today, Unit4 Business World's data model serves as the primary information and reporting hub throughout the three countries, including integration into third-party systems as needed. Pricing, invoicing and reporting are done seamlessly, and in lockstep.

## The benefits

Petter Håkanson (who has multiple company responsibilities as Chief Information Officer, Chief Communications Officer and Chief Business Development Officer) says that, in some ways, the Unit4 organization and Bravida have a similar model of doing business. "Both companies are larger organizations that operate with offices locally, and who respect that fruitful relationships are based on trust and a commitment to excellence," Håkanson said. "While for us organizational change has been a constant, a wide variety of Bravida management and companies coming into our group have observed that at Unit4, decision paths are short and targeted to outcomes."

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**Petter Håkanson,**  
*Bravida*

When pressed for the primary software value of the Unit4 Business World ERP solution, Håkanson firmly states that “business as usual” is the top priority for any company operating with multiple moving parts and a changing organizational structure. “For us, particularly when we did the big acquisition of Siemens Installation AS in Norway in 2009, our goal was – and still is – stability and minimizing disruption,” Håkanson said. “We aggregated the Siemens project teams and data using our existing IT teams, and without unnecessary turmoil. The merger was done surprisingly fast and smoothly, partly thanks to Unit4

Business World. For us it's not a surprise that Business World can do this – we've successfully handled more than 20 other merged companies.”

Bravida realizes other ERP solutions would not so seamlessly handle change on this magnitude without major disruption to sync the data pools, people resources, billings systems, etc.

“Business World is the sole foundation for our entire group of more than 8,000 employees at 150 locations,” Håkanson said. “It neatly supports companies like ours who have aggressive growth plans.”



Photo: Petter Karlberg

## About Unit4

Unit4 is a leading provider of enterprise applications empowering people in service organizations. With annual revenue north of 500M Euro and more than 4000 employees world-wide, Unit4 delivers ERP, industry-focused and best-in-class applications. Thousands of organizations from sectors including professional services, education, public services, not-for-profit, real estate, wholesale, and financial services benefit from Unit4 solutions. Unit4 is in business for people.

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CS150401INT-5489