

Valk Welding BV and Exact

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Exact provides  
us with a stable  
and continuous  
process."

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# ALL COUNTRIES AND ALL ACTIVITIES ARE INTEGRATED WITHIN EXACT



Valk Welding B.V. was founded in 1961 by the father of the current major shareholder Remco Valk. Today, the company is one of the major suppliers in Europe in the domain of industrial welding robots and welding materials. Valk Welding supplies approximately 500 tonnes of (solid) welding wire per month. Valk Welding customers are primarily in the transport sector and the metal processing industry. This includes companies such as DAF, Zuidberg Techniek and Voortman Steel Machinery.

Smart Industry is a hot topic at the moment, but Valk Welding started introducing welding robots back in 1978. This innovative company now has 115 employees, spread over companies with offices in the Netherlands, France, Czech Republic and Denmark. In addition, there are companies in Belgium, Germany and Poland with employees who work from home.

The pay-off of Valk Welding is 'The strong connection'. This strong connection not only pertains to materials, but also to the connection between employees, teams, customers and suppliers. Furthermore, Valk Welding maintains a strong relationship with the educational sector. They support national and regional training colleges financially and with second-hand robots. In this way, students are able to come into contact with robots at an early stage. In turn, by promoting education in this way, Valk Welding creates a steady flow of new employees.

Valk Welding has been using Exact solutions to support the organisation processes for many years already. The partnership with Exact started in 1996, back then with Exact for DOS. In 2005 the company switched to Exact Globe including Exact Synergy. Today, Exact solutions are used to ensure a solid financial and logistics system and the necessary grip on the service process.

## **Broad deployment of Exact software, from production to service management**

In 1996, Adriaan Broere began as an intern at Valk Welding. Upon completion of his Bachelor's CIM (Computer Integrated Manufacturing), he started as a Software Engineer within the company. He then became Technical Director and since early 2015, Broere is Managing Director. "I believe we have a relatively broad portfolio at Exact compared to similar companies. We focus on trading and logistics. This





is 40% of our turnover. In addition, we run manufacturing projects for the construction and delivery of the machines. And finally, we offer the associated aftercare and service management. Combining our various processes optimally is complex and to deal with this we use the Exact solutions. Globe for the financial and logistics processes and Synergy to gain proper insight into our service activities.

### Unprecedented integration and reporting possibilities

The open access to the Exact database is one aspect we use particularly well. We can properly integrate other systems with Exact. We have done this with our project planning, for example, because that is very specific. Furthermore, I like the fact that we have everything combined in one Exact administration. All countries, all locations and all activities are integrated in Exact in this way. Thanks to this, we have our items and inventory management perfectly in order. That is an important advantage of the solution. The sound, central database allows us to create all the right reports and it provides us with all we need. Because we are already familiar with the ins and outs of Exact, we have become quite handy in this."

### Future plans

Broere then takes a look at the future developments, because an innovative company such as Valk Welding never stands still. "We want to further upgrade and automate the Service Management to get even better online control. We also want people to be able to see the situation on their smartphones and be able to start certain tasks from there. We will soon have a live dashboard for this. With a single, central platform we aim to connect the dots from planning through to implementation. We are also researching the possibilities of web applications to share our data with the customer, for parts provision or selling consumer goods. Consider issues such as solvability. We want to develop a dashboard for process control such that with the press a button, once a week, the state of affairs is displayed."

On the subject of this dashboard function, Willems is working with Exact and LucaNet. As always, the cooperation is smooth. Willems: "The employees are always easy to approach and respond quickly. I have no complaints about this at all."



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### THE NEEDS

The optimal combination of the various processes of Valk Welding is a complex organization. To support the processes well, the company uses Exact solutions throughout the entire company.

### THE SOLUTION

Exact for Manufacturing is used for the financial, logistics and production processes. At the end of the day, it ensures grip on the service activities.

## BENEFITS

- Exact provides good integration possibilities
- All production, logistics and financial processes in a single system
- Insight into service activities
- All countries, locations and activities in one central system
- Excellent database for reports
- Further development with the focus on manufacturing

## About Exact

Regardless of the future, Broere sees Exact as a party that will continue to advance in the future "We appreciate going with the flow of developments of an Exact standard package. This leads to a stable and continuous process. Exact is also a stable partner. What I also like is that Exact is focussing more and more on manufacturing, which is obviously in our favour. Because then I can also assume that our future needs are included in the development of the solution. You enter a partnership for the long term. You want to develop a long-term relationship, with confidence. And Exact offers that confidence."

## Facts

Name of Organization	: Valk Welding
Number of employees	: 115
Number of Exact users	: 50
Active Exact product lines	: Exact for Manufacturing, including Service Management
Sector	: Manufacturing
Focus areas	: Purchasing & Logistics, Planning & Production, Finance
Locations	: The Netherlands, France, Czech Republic, Denmark, Belgium, Germany and Poland
Website	: <a href="http://www.valkwelding.com">www.valkwelding.com</a>