



DS Smith Chooses Aptean PLM *Lascom Edition*

How a flexible solution makes the difference



Key Elements

- » Over €150 million in annual sales
- » 1,240 employees
- » 5 facilities in France:
 - » 4 manufacturing
 - » 1 POS/Display
- » 1 manufacturing facility in Spain
- » Centralized organization (Sales, Design, Technical, Finance, HR, QHSE)
- » One shared ERP
- » Shared customers, orders, processes
- » Internal backup among facilities

1. How did you hear about Lascom from Aptean?

We (DS SMITH Packaging Consumer) had to redefine our IT architecture as it was based on a centralized and closed system built in the 80s. It was no longer capable of integrating new functionalities.

In this new environment, the analysis we made internally demonstrated a need for a PLM solution (Product Lifecycle Management). So we put together a shortlist of solutions already available on the market, including Aptean PLM *Lascom Edition*.

“Lascom from Aptean immediately understood our situation and **proved from the first contact their ability to answer our needs through their solution.** They also helped us understand the possible consequences of our different choices. **This really help us lead the project better.**”

Xavier Taillefer, Project Sponsor at DS Smith





2. What made you decide to work with Lascom from Aptean?

We noticed as soon as the first demonstration that Lascom from Aptean showed **great importance in listening and understanding our needs** and how their solution can answer them. We have a huge requirement for personalization while needing to achieve cost efficiency.

Lascom from Aptean's multi-industries expertise shows in the solution, that keeps evolving based on customer inputs. Besides, Lascom from Aptean has implemented its solution for some of our clients.

Furthermore, **their integration team is an active player in our requirements identification workshops.** They always stay available and bring new points of view on our processes, which is both enriching and much appreciated.

Their solution is truly flexible and the choice for additional configuration was entirely ours.

Finally, the visual interface is **highly customizable**, allowing each user to access a functional and intuitive environment. Naturally, we remain in control of rights management.

3. Would you recommend Lascom from Aptean to one of your clients?

For the **flexibility** of their solution, the **professionalism and friendliness** of their teams, and the **quality of provided support**, undoubtedly “YES!”. Another issue is to determine the overall need regarding the global IT landscape of the company. On that too, Lascom from Aptean’s teams are reliable and transparent.

DS Smith Packaging Consumer

Leading supplier of consumer packaging (design, production and marketing), DS Smith Packaging Consumer France & Spain addresses luxury product packaging (fragrances, cosmetics, premium wines and spirits), food packaging for retail and POS merchandising display and packaging for industrial products.



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Contact us at info@aptean.com or visit
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About Aptean

Aptean is one of the world’s leading providers of purpose-built, industry-specific software that helps manufacturers and distributors effectively run and grow their businesses. With both cloud and on-premise deployment options, Aptean’s products, services and unmatched expertise help businesses of all sizes to be Ready for What’s Next, Now®. Aptean is headquartered in Alpharetta, Georgia and has offices in North America, Europe and Asia-Pacific.

To learn more about Aptean and the markets we serve, visit www.aptean.com.