

Sage ERP MAS 500 - Manufacturing & Distribution

CLIENT SUCCESS STORY

Client

Kemper Valve & Fittings Corporation

Industry

Manufacturing & Distribution

Location

Island Lake, Illinois

No. of Locations

9

System

Sage ERP MAS 500
Sage SalesLogix
Sage Abra HRMS
Sage ERP MAS SalesTax
Sage FAS 500
Sage KnowledgeSync
PlanetTogether APS
Service Management-Plus Enterprise
StarShip
e2b Sales Forecasting & MPS
e2b Advanced Manufacturing Suite
MAPADOC EDI

Challenge

The company sought an integrated solution that could handle all aspects of its operations.

Solution

xkzero implemented Sage ERP MAS 500, Sage SalesLogix, Sage Abra HRMS, and several Sage Partner Solutions for an end-to-end enterprise management solution.

Results

Efficiency gained by centralized data accessibility. Improved inventory management and optimized procurement capability ensure accuracy and product availability. Visibility into corporate data aids strategic decision making.

xkzero Delivers Enterprise-Wide Solution for Kemper Valve

Kemper Valve & Fittings Corporation has been manufacturing and selling high-quality pressure pipe unions and related oil-field fluid control products in the United States since 1965. With nine warehouses and ten independent agents located across the U.S. and Canada, the company has earned a reputation for superior products, support, and service. Its focus on excellence drives the company's strategic decision making and led to its selection of Sage Authorized Partner, xkzero, and Sage ERP MAS 500 as the core of its business management solution.

Disconnected Systems

Until recently, the company used two different applications to manage its manufacturing and financial operations. While both systems performed their tasks well, the company lacked many desired features and the benefits of an integrated end-to-end business management solution.

"We had a fragmented system that led to a disconnect in our operations and significant efforts to continually fight divergence," recalls Michael Liotus, IT manager for Kemper. "We wanted an integrated solution capable of handling all of our business needs."

Select A Best-Of-Breed Solution

The company requested proposals from all of the major players in the ERP software market including Microsoft®, Epicor, SAP, and Sage. Careful research narrowed the search to two final candidates, Sage ERP MAS 500 and SAP Business All-In-One.

"We took the final proposals to our advisory board, and they selected Sage ERP MAS 500 over SAP," Liotus says. "Ultimately, we felt that Sage represented a better value, was tailored to the size of our company, and offered solutions to address all of our functional requirements. In addition, xkzero did a superior job of demonstrating how we could design and implement the software to meet all of our requirements."

Benefits Of Integration

Kemper turned to xkzero for help implementing several Sage integrated solutions and Sage Partner Solutions that add functionality to Kemper's core ERP system, including CRM, advanced manufacturing, sales forecasting, production scheduling, sales tax compliance, service management, and shipment carrier integration. "The representatives from xkzero had experience with each of these products," notes Liotus. "We set out to unify all of our systems into a complete, integrated solution, and now we have it, a complete platform to successfully manage our business from end to end."





About xkzero

xkzero, a premier Sage Authorized Partner headquartered in Chicago, Illinois, specializes in the sales, implementation, and support of Sage ERP MAS 90, Sage ERP MAS 200, and Sage ERP MAS 500. Whether you are a mid-range or emerging enterprise manufacturer or a budding new distributor with sophisticated needs, we can help you. We will provide you with up-to-the-minute information—from your system—where you want to receive it. We have a skilled team of programmers, experienced trainers, and a knowledgeable and responsive support staff. Our overarching goal is to deliver business management solutions that bring significant benefit and value to your company.

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The most immediate benefit felt by the company was substantial time savings. “We no longer need to perform duplicate data entry and write software to keep the two systems in sync,” Liotus says. “We are now able to focus those resources on growth and improvement.”

Another benefit is the overall efficiency increase realized by having all of its data in one system. “We don’t have to look in multiple places for the data we need,” says Liotus. “Our corporate data is interrelated and the data and analysis provided by the system allows us to make strategic decisions in a more timely manner.”

Tight Inventory Management

The company stocks nearly 10,000 parts, and accurate management of the procurement and distribution process is vital to ensure appropriate stocking levels. Sage ERP MAS 500 has become an indispensable tool in this effort. Liotus explains, “Now, instead of time spent managing individual parts—researching demand and availability—we mostly manage formulas and models in the software. The formulas take into account recommended reorder points, production demand, work orders, vendor lead times, and other factors to make solid replenishment recommendations. It is a highly efficient process.”

Kemper’s commitment to quality led it to track the lot and serial numbers associated with its most critical parts. “In our old system, we had little tracking until the product shipped,” recalls Liotus. “Now we have full lot and serial number tracking throughout the manufacturing and distribution cycle. We are now able to trace quality issues back through the process and provide better product certification information to our customers.”

Organization-Wide Benefits

Liotus credits the quality, power, and flexibility of the software, the skill and experience of xkzero, and the technical expertise of the company’s in-house team for the successful implementation. “We went live on time and under budget. On every count, this project has been a success,” he adds.

While the company has not yet completed its return on investment analysis of its Sage solution, the benefits are obvious to all concerned. “We increased efficiency, gained new capabilities, and accomplished long-standing company goals. From our owners and management staff through our shop floor personnel, everyone agrees that there are substantial benefits with our Sage ERP MAS 500 solution,” concludes Liotus.

“We set out to unify all of our systems into a complete, integrated solution, and now we have it. Sage ERP MAS 500, combined with the integrated Partner Solutions, gives us a complete platform to manage our business from end to end.”