CodePartners

Glass Manufacturer Gains a 40% Increase in Market Share with Integration Developed by CodePartners

Story At-A-Glance

One of the largest glass processors in North America was poised to acquire its largest competitor. The acquisition was held back, however, because their information systems were not scalable. They needed to integrate systems between their 50+ locations scattered throughout the U.S., Canada, and Mexico. As part of a successful effort to provide the integration, the company's enterprise resource planning provider, Kerr Consulting & Support (KCS), brought in CodePartners. CodePartners designed a ticketing system that served in automating processes from the truck scales directly to order entry, inventory control, and accounts payable. The integrated system not only helped close monthly books, but it also cut the company's costs in the field. What's more, the new streamlined processes gave investors the confidence they needed to fund the acquisition of their largest competitor.

Results

- Acquired top competitor
- Seamless integration
- Data processing capacity increased
- Monthly books closed sooner

Objective

- Acquire largest competitor

Issues to Resolve

- Develop a ticketing system
- Streamline field transactions with ERP system

Products

- Sage ERP Accpac
- CodePartners Ticketing

Story Details

One of the largest glass processors was in a position to significantly expand their business by absorbing their largest competitor. Unfortunately, they were not able to move information about transactions quickly enough throughout their organization, resulting in an infrastructure that was not scalable.

The glass processing business is fundamentally straightforward. They buy used glass, clean it, sort it, crush it, and sell it; but when trucks of glass come and go every day to over 50 plants in North America, little inefficiencies become big bottlenecks. The company needed to streamline the process of weighing a truck, adjusting inventory, billing customers, and paying vendors.

They turned to KCS who had implemented their ERP system. KCS' consultants knew that Sage ERP Accpac could handle their U.S., Canada, and Mexico back office but

they needed help integrating the field systems and automating the processes. They called on CodePartners to assist.

Not only was there a tight timeline, but "the client didn't have a well-defined specification for the project," according to Bin Feng, President of CodePartners. "We had to go through the needs analysis with multiple departments and consolidate their requirements to come up with a solution that satisfied all the different types of users. Even after the design was finalized, the requirements and scope changed."

CodePartners' solution was the development of a ticketing system to integrate the scales with the ERP system. First, the system creates a ticket based on readings from the truck scales as material comes and goes. Next, the information from the ticket updates inventory levels and then triggers either an invoice to charge a customer, a payable to a vendor, or a transfer to record the transfer of inventory from one plant to another.

While complex, the right team put together the perfect design that executed according to plan. By upgrading and integrating systems, CodePartners enabled the client to automate processes, handle more volume, and close books sooner.

Above all, the streamlined systems gave investors the confidence they needed, the company increased their market share, and they were able to acquire their largest competitor.

About CodePartners

CodePartners, a Dallas, Texas-based firm, provides software development and business process automation. Through leading edge but affordable software programming services, CodePartners works with clients to increase their revenues, decrease their costs, or achieve other measurable business objectives. With over ten years of experience as software development professionals and a focus on enterprise resource planning (ERP), financial transactions, and web applications, CodePartners continues to successfully complete projects for companies all over the world.

About Kerr Consulting & Support

Kerr Consulting & Support is a value added reseller of business management software and an IT Services provider. They have expertise in the a variety of accounting solutions, including Sage ERP Accpac, Sage Pro, CYMA™, ACCTivate™, Sage ERP MAS 90, and Sage BusinessWorks. Based in Houston, Texas, the company has operated for over 25 years and has offices in Milwaukee, Wisconsin; Kansas City, Missouri; Des Moines, Iowa; and Fort Dodge, Iowa.

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