

PositiveVision Mixes Up a Custom Batch ERP Solution for Perkins Products

Success Story

Perkins Products has been developing, manufacturing and selling quality industrial and metalworking lubricants since 1983. From their 46,500 square foot facility in Bedford Park, Illinois, they provide products to manufacturing companies at competitive prices with an unprecedented dedication to quality and customer service.

Outdated Software Creates a Sticky Process

After more than 25 years on a DOS-based software program, Perkins Products recognized the need for a change. With an outdated and error prone system, staff members regularly struggled with network instability and insufficient security. Perkins' software lacked internal controls as any user could access data and make changes which increased errors and created confusion. These challenges led the company to rely heavily on two long-time staff members who knew the system, to provide constant maintenance and upkeep in order to keep it stable.

Perkins knew they needed a complete ERP system that had process manufacturing-specific, batch-style capabilities. However, they also needed customized modules to integrate with their ERP system due to their highly customized process. A significant differentiator between Perkins Products and other similar companies is that they are somewhat of a 'boutique supplier' with the capacity to serve both small and large companies with custom designed manufacturing lubricants. Kathleen Flynn, IT Project Manager for Perkins Products reflects, "We needed to improve our overall productivity with a more reliable system. However, we also needed someone to help us streamline the functionality of our order entry and pricing modules. We knew we were not operating as efficiently as we could



have been and wanted to be able to better track our costs in a more automated manner."

The Right Ingredients for Success

After determining that Sage PFW ERP would be a good fit Perkins contacted Sage and was referred to PositiveVision. "We were immediately impressed with PositiveVision because they listened to our needs and offered solutions to accommodate all of our goals," comments Kathleen. "Furthermore, they offered guidance and suggestions on how to accomplish our customized order entry process that were well thought through and better for us in the long run."

PositiveVision began by improving the order entry process. They created a customizable secondary platform that could accommodate Perkins' unique customer ordering process and communicate with their ERP program. This allowed Perkins to improve their internal processes as well as serve customers on a higher level. PositiveVision created customer-specific order pages that allow sales personnel to list specific line items when placing an order, without having to kit them together. Later, on

Challenge: Perkins Products needed to update their outdated DOS-based system that was more than 25 years old. From network instability to unsecured data, they knew they needed to make a change in order to achieve the efficiency they desired.

Solution: PositiveVision implemented a new ERP solution, Formulator™ for R&D, as well as a custom-built order-entry application.

Results: With built-in client specific pricing structures and order forms, as well as improved sales team interaction and security controls; Perkins Products is enjoying a higher level of efficiency, reduction of errors and the ability to make more informed decisions.

System Profile:

Sage PFW ERP

- General Ledger
- Accounts Receivable
- Accounts Payable
- Order Entry Pro
- Inventory Pro
- Purchasing Pro
- Formula
- Bank Book

Formulator™
Magic
Audit Master
Liaison



“I would highly recommend PositiveVision to anyone out there who may be looking for a technology provider...especially if you have specialized process needs that cannot be met by out-of-the-box software.”

About PositiveVision

PositiveVision is a Chicago-based, full service consulting firm specializing in the sales, implementation and support of business management software for small to medium sized businesses.

By leveraging out of the box technology PositiveVision assists our clients in streamlining inefficient processes, growing revenue streams and reducing costs. As a result, our clients are more productive, competitive and profitable.

Our goal is to improve the performance of your business and be your long term partner by providing you with the resources and expertise you need along with exceptional customer service.

sage

Authorized Partner

infor

Associate Channel Partner

the price page, the system automatically brings over any other applicable items for the kits, and allows staff members to make changes if necessary. This streamlined order entry process is a win for both the sales team, as well as the customers because orders can be processed quickly, and fulfilled with consistent accuracy.

An added benefit for Perkins' customers is that the new system is able to bill them in the manner they desire. "Part of our commitment to customer service is in accommodating special requests," comments Kathleen. "Many of our customers have preferences regarding the kind of unit of measure we bill them in, in order to streamline their own records and process. With the new application we have the flexibility to bill them in any kind of unit – gallons, pounds, etc."

Another area in which PositiveVision's expertise was instrumental was in providing a 3rd party product, Formulator™ for Perkins' Research and Development (R&D) team. In the realm of process manufacturing, it is crucial to constantly be developing new products in order to continue to progress. Formulator™ allows Perkins Products R&D to have a separate place within their systems where they can change, update, and seek to improve formulas – even those in use, without changing currently active recipes. Once a formula is complete, it can then be pushed into the ERP system and used in the manufacturing process.

Custom Expertise and Excellent Service Create the Perfect Formula

"PositiveVision went above and beyond with our customized software platform," mentions Kathleen. "They didn't just come

PERKINS PRODUCTS
Manufacturer of Industrial Lubricants

in and tell us what to do, but they listened to our needs and worked with each individual department one-on-one in order to ensure the right end result of a software platform that was easy to learn and use." Nicole Sherman, Computer Consultant and Network Specialist for PositiveVision adds, "It is very important to us at PositiveVision that we thoroughly learn about our client's processes and understand the inner workings of their operations in order to help them achieve their goals."

Perkins Products is now enjoying the numerous benefits of their new customized system. From client-specific pricing structures, improved sales team interaction with the software, and security measures to keep data safe; Perkins is poised for success.

The new system allows them to save time, drastically reduce errors, and make more informed decisions. Kathleen concludes, "Working with PositiveVision was a great experience. They worked hard to keep the project on schedule and on budget. I was especially impressed with how their team was never intimidated by anything we threw at them. They listened to what we needed, reviewed what they understood, and then implemented the configurations. I would highly recommend PositiveVision to anyone out there who may be looking for a technology provider...especially if you have specialized process needs that cannot be met by out-of-the-box software. PositiveVision has so much customization and platform expertise, and they can provide anything you need to achieve success."

PositiveVision
Your business objectives in sight.
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