PC Methods Gets Triumph Packaging Working Outside the Box

The Challenge

Triumph Packaging had a well-fitting business system but an out-of-date General Ledger program. They needed something flexible that fit well with the rest of the system.

The Solution

PC Methods installed Sage Pro 100's General Ledger module in a quick and simple implementation. User adoption was seamless and immediate.

The Result

Triumph is saving significant time and plans on saving more as the software is fully implemented. In addition, another program has them set to save money on depreciable assets that they struggled to deal with before.

Located in Bolingbrook, IL, and Thomaston, GA, Triumph Packaging Group "strives everyday to be the packaging solutions leader in the United States." They design and print folding cartons that are sold and distributed to all sorts of customers—anybody who needs to package a product for sale. They have created packages for automotive use, pharmaceuticals, toy manufacturers, and cosmetics, but have focused lately on their work with food manufacturers. They push a strong commitment to quality and time efficiency, to "exceed our customers' needs today and to anticipate our customers' needs tomorrow."

Triumph Packaging Gets Boxed in by Old System

With such a strong and purposeful mission statement, Triumph Packaging obviously needed a computer software system that could keep them running at such a high capacity. For the most part, they had just such a system. In fact, the system they were running was made specifically for packaging manufacturers and it fit them very well. However, Jerry Poch, Controller for Triumph Packaging, began struggling with the state of their General Ledger program—it just was not up to par for their needs.

For one thing, the program did not cope well with their special circumstances. The problem was that the Illinois location and the Georgia location were actually separate companies, albeit under the same ownership. They needed their General Ledger program to be able to handle that oddity as well as being more flexible all around. Really, Jerry just needed it to do more than it did. He eventually gave up altogether: "I totally bypassed the General Ledger software and went straight to Excel." Not only was the program insufficient, Jerry was putting in extra hours inputting data into Excel that would have ideally been consolidated by a good General Ledger.

PC Methods Delivers an Ideal Package

With a little bit of research, Jerry knew that Sage Pro had the General Ledger he and his team were looking for. They shopped for software resellers and specifically researched four of them, quickly narrowing it down to two and then, finally, choosing PC Methods. One big bonus of PC Methods' sales approach was the fact that they did not push Triumph to buy and implement an entire business system when they only needed the General Ledger module. Rather, they recognized the need and worked with them as best they could.

PC Methods implemented Sage Pro and F9 to integrate all of Triumph's islands of data. Implementation was a breeze—which was exactly the situation that Triumph needed. Jerry was busy enough without having to deal with detailed installation or training. Instead, they were pleasantly surprised. "Peter took the information I gave him and went off to our IT room and installed it. Then he came back and presented it to me and everything worked great," said Jerry.

Company Profile

Industry

Corrugated Box
Manufacturer

Headquarters

Bolingbrook, IL

Other Information

157 Employees

Two warehouses in

Georgia and Illinois

System Profile

Sage Pro

SQL

General Ledger

System Manager

Sage FAS 50

F9

Peter Heinicke of PC Methods remembers it the same way. "It was all very focused," he remembers, "but we were able to import old spreadsheets and didn't have to enter financials, so everything went quickly and smoothly." Everything worked well and fit nicely from the very beginning. Jerry and his team began using the program immediately and seamlessly—with plans for implementation around the beginning of 2009.

Packaging Problems Squared Away Thanks to PC Methods

"Before, under the old system, data entry, analysis, and reporting were cumbersome and time consuming. In fact, I was bypassing the General Ledger to hand-enter all data into Excel— because it was *more efficient*," recalls Jerry. "Now, with Sage Pro's General Ledger, and F9 all of that work is automated and saving us a tremendous amount of time."

On top of that, the two-company situation was a unique problem that Sage Pro dealt with easily. Now the information for both companies is consolidated and can be reported together or separately at the touch of a button in whatever manner Triumph needs it done.

An unintended benefit of the partnership with PC Methods came in the form of Sage FAS 50 (formerly knows as Best Fixed Assets), another program they installed to deal with depreciable assets. Triumph Packaging owned a number of expensive assembly line machines that were regarded as assets whose depreciation needed to be tracked as a significant portion of the business financials. They were tracking all of that in Excel spreadsheets and spending a significant amount of time at it until PC Methods introduced Sage FAS. Now the whole process is automated and they even have the ability to run "what-if" scenarios to determine ways to save significant money.

Basically, with a few additions to a good system, PC Methods came in and saved Triumph Packaging significant time and money. Triumph has high hopes for expansion in the future, and now they are ideally situated to implement new users and deal with new locations as they become necessary. Thanks to PC Methods, they are even better equipped to be the "packaging solutions leader" that they strive to be.

About Precision Computer Methods

Precision Computer Methods, Inc. was founded on the following principles. We exist as a company to build long term relationships for the mutual benefit of our customers, our vendors and our employees. We sell systems that work for your business. We design and build the best software systems in the world--quality never goes out of style. Best means value as well as engineering quality. We won't sell you a jackhammer when a tack hammer will work just as well. We believe in and care about our employees - and we expect a lot out of them. We are committed to continued career growth for our employees consistent with business reality and consistent with serving our customers and vendors. We believe in and care about our vendors - and we expect a lot out of them in return for our business and the fact that we will try to help them do the job we want them to do for us. These beliefs have served our company since its founding and continue to be the principles that govern our business.