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Vrakas/Blum Computer Consulting, Inc. (VBCC) has been providing solutions and implementing Sage products for over 25 years. VBCC is a Sage Diamond Partner and have been the all-time leader of JobOps in the nation for the past 14 years running.

WE FIND

SOLUTIONS

700+ Sage 100cloud Implementations

300+ Sage 100cloud Manufacturing (JobOps) Implementations

350+ Active Clients

And we do it ON TIME

PLOWS AWAY THE PAPER WITH SAGE 100CLOUD

BONNELL BACKGROUND

Jesse Bonnell was one of those natural entrepreneurs who knew a great business idea when he saw it. While working as a driver with a road construction contractor, he recognized a need for welding broken axles on heavy-duty trucks and founded Bonnell's Welding Service in 1960. He soon began manufacturing the forerunner of current road maintainers for gravel roads. Side plate snowplow hitches came next.

By 1980, several severe winters had made it difficult to obtain road-clearing equipment from suppliers, so Bonnell introduced snowplows to its product mix, followed by full-time truck equipment distribution. A modern paint facility was added in 1994, and the company started manufacturing snow- and ice-control spreaders in the mid-1990s. Today, Bonnell Industries is one of the leading truck equipment distributors in Northern Illinois and supplies snowplows and spreaders to municipalities throughout the nation.

INDUSTRY	ONE LOCATION	SOLUTION
Snow plow and truck equipment manufacturer	Dixon, Illinois	Sage 100cloud
	EMPLOYEES	
	42	

BURIED IN A BLIZZARD OF DETAILS

In the office, however, Bonnell Industries found itself buried under an avalanche of paperwork. The company had been using DOS-based software designed for the truck equipment industry but was still on manual systems for its manufacturing business. Trying to get reliable financial data was a nightmare.

"We carefully researched various software, looking for a great configurator plus an accounting package with drill-down capabilities," says Marilyn Koster, controller. "Sage 100cloud" had everything. Equally important, it interfaced seamlessly with JobOps, which offered an excellent configurator for manufacturing. We were sold and went live with the integrated system."

SMOOTHER SOLUTIONS WITH SAGE

Sage 100cloud runs all daily business operations at Bonnell Industries, including the general ledger, payables, receivables, payroll, invoicing, and merchandise returns. "We use Sage 100cloud to do everything, from preparing quotes for customers to creating detailed financial reports," says Koster.

"Gone are the days of rummaging in filing cabinets for answers to questions … Sage 100cloud has eliminated several hours a day of work for each of us in the finance group,"

MARILYN KOSTER
BONNELL INDUSTRIES, INC.

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SMOOTHER SOLUTIONS WITH SAGE (CONT.)

"It's really great to click through the Sales Order module and have information at our fingertips. We still have to generate a lot of paperwork and store it for record-keeping. The difference is that we are no longer dependent on the filing cabinets, and that's where we realize the time savings."

An important benefit of having Sage 100cloud comes from realtime inventory. "Stocking the correct amount of inventory is difficult, because it may be six or eight months before we use an item. Also, we need to be sure that we don't receive a truck body before the chassis or truck itself. Real-time inventory gives us much greater accuracy and has already helped us trim 5 percent off of inventory, translating into significant savings that will increase in the future," Koster notes.

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MARILYN KOSTER
BONNELL INDUSTRIES, INC.

SEAMLESS SOLUTION WITH JOBOPS

Side-by-side with the business system, Bonnell runs JobOps, graphically based job operations and production software. JobOps tracks most aspects of a job in a real-time environment, from estimate to invoice. The JobOps Configurator integrates Sage 100cloud and JobOps to improve procurement and production workflow processes. It gathers information about an order and then constructs the order, complete with budgetary and inventory requirements.

At Bonnell, JobOps launches a work ticket from within the sales order, providing a single place to monitor components and labor. Bonnell therefore has easy access to information on a job's production status and profitability.

EASY CORRECTIONS

The flexibility and user-friendliness of the software make it simple for Bonnell to correct errors. "Just the other day, we had a part arrive with an incorrect cost. We made an adjustment in Sage 100cloud, which automatically updated the work ticket in JobOps. The inventory adjustment was also tied back to the work ticket," says Koster. "The system performed beautifully," She continues. "Before getting Sage 100cloud and JobOps, I would have jumped through all sorts of hoops to fix the problem."

THE RIGHT REPORTS FOR PROFITABILITY

Koster creates a wide variety of reports using Sage 100cloud and SAP® Crystal Reports for Sage 100cloud. "Sales reports, inventory comparison reports, standard cost versus last purchase cost, sales representative performance, commissions, customer history and daily reports—you name it, and I can generate it," she says. "We especially appreciate daily reports from the Sales Order module, which show us a customer profit summary. This shows us immediately what is going on profitwise, so we can make quick changes where necessary."

Koster says that the new system is a tremendous improvement. "Sage 100cloud and JobOps are definitely the right combination for us, and we highly recommend them both to other manufacturers."

RECAP

CHALLENGE	SOLUTION	RESULTS
DOS-based vertical software for truck equipment industry was antiquated; did not provide adequate data for managing manufacturing side of business.	Sage 100 ERP with complete suite of financial modules, plus JobOps for configuration and seamless integration of manufacturing information.	Paperless data storage eliminated two hours of work per person in finance per day; inventory reduced by 5 percent due to real-time information.