

A formula for success at APV Engineered Coatings

APV Engineered Coatings

Industry

Process manufacturing

Location

Akron, Ohio

System

**Sage Business Cloud
Enterprise Management**
(formerly Sage X3)

Challenge

APV Engineered Coatings' 30-year-old business management software was no longer able to keep pace with the company's growth and innovation.

Solution

Sage Business Cloud Enterprise Management was selected for its strong process manufacturing capabilities, and NexTec Group was engaged to implement the software, optimizing its functionality to meet the needs of a dynamic, fast-paced operation.

Results

- Simplified order entry process saves significant time and money
- Completed batches are available immediately for sales and invoicing which boosts the company's cash flow
- Flexibility of Sage enables the company to reallocate inventory and fill emergency orders as needed

Although APV Engineered Coatings has been in business since 1878, it is a modern company by anyone's standards. Out of a state-of-the-art facility located in Akron, Ohio, the company formulates and produces industrial coatings and advanced chemical products. The company's fast-drying Japan enamel, an innovative technology in the early 1900's, led it to become Ford Motor Company's supplier of choice for the infamous "any color as long as it's black" paint for the Model T. Ford's growing production during this time put stress on a major bottleneck, waiting for the paint to dry. APV's enamel sped up production times and increased throughput for the company.

It is that history of innovation and the demonstrated ability to pivot, adapt, and thrive that have seen APV Engineered Coatings grow into a \$31 million enterprise with over 100 employees and an ultra-modern 15-acre research and manufacturing compound.

"The year we implemented Sage Enterprise Management was a record sales year for the company. We could not have made it happen without NexTec."

Mike Summers, VP and General Manager, APV Engineered Coatings

A modern ERP for a modern company

To better support its continued growth and expansion into new markets, APV Engineered Coatings made the decision to modernize its business management software — choosing NexTec Group and Sage Enterprise Management as its partners in the transition.

"Our current Enterprise Resource Planning (ERP) software was at least 30 years old," recalls Mike Summers, Vice President and General Manager of APV Engineered Coatings. "We were making due thanks to the resourcefulness, talent, and experience of our staff, but we were literally printing reports on old-school green bar paper. It was time to make a move."

The company launched a comprehensive search for a new ERP solution. The primary consideration was for the solution to provide advanced process manufacturing capabilities.



Success Story: APV Engineered Coatings



“Effective formula management is difficult to find in an ERP application,” Summers notes. “But we zeroed in on ten vendors, then six, and then invited the top three to present to us. Sage Enterprise Management offered the most value for the most targeted process manufacturing capabilities.”

Recognizing the value of a partner

APV Engineered Coatings soon began looking for a local Sage partner to provide onsite expertise. “We wanted a partner that could wrap their brain around our business model in addition to knowing the product inside out,” says Summers. “When I spoke to the rep from NexTec, I knew I’d found that partner.”

Summers says that the NexTec consultant he spoke with quickly solved a problem that had been plaguing the stalled implementation for months. “I was impressed from the first phone call and remain impressed. NexTec knows what they’re doing, and they know how to make the software perform.”

NexTec implemented Sage Enterprise Management in what Summers calls a “very smooth implementation.”

Insight into production

Greater insight into the production process is one of the significant advantages APV Engineered Coatings is realizing with Sage Enterprise Management. “We produce 100 batches a day, and now we know the status of every batch,” says Summers.

Real time visibility allows the company to provide customers with fast, accurate updates on the status of their orders.

Rapid order processing and spot-on costing

Entering new orders in the old system was cumbersome and time consuming, but no longer. “We used to have five people entering orders,” notes Summers. “But now we only need three. The process is fluid, simple, and intuitive.”

It’s also faster and more accurate. Previously the company would wait for batch costing data to be compiled in order to create invoices to ensure it was calculating the correct cost of sale. Now, the moment the batch is complete and released from quality control, it’s available to sell — providing real-time cost and profitability while expediting the invoicing cycle and boosting the company’s cash flow.

Flexibility throughout

In the capable hands of NexTec, Sage Enterprise Management also supports the company’s need for flexibility throughout the manufacturing process.

“Sage Enterprise Management supports our operations and the exceptions to our operations,” explains Summers. “Sometimes we need the flexibility to reallocate quantities from a batch to fill an emergency order, for example, and the software supports that. It works the way we work, and that helps us be better at what we do.”

Summers has nothing but praise for the talent and commitment he sees in NexTec’s team. “NexTec understands what we’re doing here, and what we want to do in the future. They’ve assembled a fabulous team of consultants that work hard for us and continue to configure the software to meet our needs as the business grows and changes.”

A record year

“The year we implemented Sage Enterprise Management was a record sales year for the company,” concludes Summers. “We could not have made it happen without NexTec.”

About NexTec Group

NexTec Group is a leading business solutions provider, delivering comprehensive Enterprise Resource Planning (ERP), Customer Relationship Management (CRM) and Business Intelligence (BI) solutions targeted to the unique needs of our clients.



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