FROM KICKOFF TO LIVE IN JUST SIX MONTHS

How Algorithm helped Flo-Tec go from old school to new school with a move to Acumatica Cloud ERP

SITUATION/CHALLENGE

A NEW GENERATION STEPS UP

"You would be surprised at the number of ERPs [that] don't have the functionality to run a serial/lot system like ours, and that's what we needed it to do. So, finding a solution like Acumatica that handled this particular task is a huge benefit to our company."

- Wes Yarnell

Tim Yarnell founded Flo-Tec in 1983. After 30 years, he was ready to see his dream come true, the dream that most parents have for their children: to pass on his assets — in this case, his company — to his son. And that made Tim pretty proud.

An attorney by training, Wes Yarnell started working alongside his dad just after the Great Recession. In the years that followed, he and his dad Tim worked hard to diversify the firm's customers so it wouldn't be so heavily dependent on any one industry — such as automotive.

Diversifying meant looking at everything from how their accounting department processed invoices to inventory control and even IT. That's when Wes discovered what was really under the hood of their business: an old, outdated dinosaur of an ERP system.

"When we bought it, our ERP system was so good that I thought it was a system we'd never outgrow," said Tim. Discovering that the system was out of date was a wakeup call. That's when Tim, Wes and their team knew it was time to make a change. But they weren't at all confident about choosing a new solution, safely migrating their massive amount of data (35K accounts!), and, even more concerning, finding the money necessary to make the right move.

But they did know exactly who to call: Algorithm, Inc., their original long-time ERP channel partner provider.

MAKING THE SWITCH

Algorithm's initial help was to provide a framework that allowed Flo-Tec to home in on their real needs. Tim handed the company torch to Wes, trusting him and his team to determine the requirements necessary in any new system they would consider.

1. Tim and the team decided the new ERP system must be cloud-based. This was especially important because their legacy system was on-premise, which requires dedicated IT support — an additional expense.

2. The new system had to address their serial/lot inventory needs. "When very large rolls of media come into the facility, we give them a tag number. With the old system, when someone in the facility removed a few meters from a giant roll and then placed it back on the shelf, the system would re-tag the roll, giving the rolled media a new inventory number rather than maintaining its original number," explained Wes. "This created confusion in our inventory maintenance."

3. The new solution had to be developed by a provider with a growing user community. It had been years since the current provider had delivered a system update. That's why Flo-Tec wanted the assurance that the solution they chose would be supported not only by a predictable product road map and user training, but also by a thriving community.

4. Like all firms shopping for an ERP system, cost was critical. Wes knew that any solution they decided on wouldn't be cheap. He and the team were looking for value, and they wanted a system that wouldn't "break the bank." This meant they needed an affordable price tag, not only upfront, but down the line for any maintenance issues, seat licensing and other annual fees. With their minimum requirements clear, Algorithm got right to work in helping Flo-Tec make the best software decision for their firm and chart their course toward a seamless migration.

LEGACY SYSTEM TO MODERN CLOUD ERP IN SIX MONTHS

With decades of experience in legacy ERP solutions, along with their knowledge of Flo-Tec's unique system configurations and third-party integrations, Algorithm could present viable alternatives to Wes and his team. "In the end, we had a few different options for a product provider, but we based the final choice on cost. Acumatica won because it had a better overall cost," said Wes.

"Choosing a system based simply on preferences and testing is time-consuming. That's why you go with Algorithm — they can handle the heavy work." — Wes Yarnell

The project launched in early 2019. Algorithm ushered Flo-Tec through the data conversion process to port actionable, relevant and sanitized records. All the paper files were pulled, and that data was processed in the system. Three months later, the process was complete. "It was a really simple process," said Wes.

"It must be a company-wide initiative with all team members and employees on board and on the same page. Whoever you choose to lead [the initiative of choosing an ERP], make sure they have the resources and time to make the decision and implementation."

Wes Yarnell

RESULTS

With Algorithm's help, Flo-Tec went from kickoff to launch in just six months. Working with Algorithm to create new workflows, cadences and business processing rules, Flo-Tec has significantly reduced its manual processes. And, most importantly, they kept Algorithm as their go-to provider for support services.

Wes describes one example that illustrates how Acumatica Cloud ERP helped the firm go from a legacy system down the path toward digital transformation. "We send 15 to 20 invoices every day. Prior to Algorithm's help and the transition to Acumatica, our office team printed out three copies per invoice, one to mail and two to save. Then, our accountant scanned the invoice to email it when a customer wanted a digitized copy. This meant the invoice was uploaded onto the employee's desktop, taking up space and creating a security threat by our not having a properly organized system for customer invoicing. Now we hit "Process All," and the system automatically processes all these daily invoices and handles all the once-manual tasks," said Wes.

"We wanted to eliminate our outsourced IT department. And by moving into the cloud, we did." With some of the freed-up funds, the firm hired Algorithm for routine on-demand IT support, including email account setup and migration.

With the transition complete, Wes and his team feel as if they have just started learning what Acumatica can really do. They recently celebrated a huge milestone by attending Acumatica Summit 2020 to learn about the customizations they can make to automate even more of their internal business processes.

And where did Wes sit during most of the sessions? With his Algorithm team right by his side, of course, who had helped every step of the way.

"I would never [have been] even close to launching the system without Kristin [at Algorithm]. She was great. Any time I was setting something up or if I had a question or anything, she would help me do it."

Algorithm, Inc. is an ERP, CPM and business process consulting firm specializing in helping small to mid-sized manufacturers and distributors. Founded in 1993 and based in Columbus, Ohio, Algorithm's team has 220+ years of combined ERP experience and has guided hundreds of customer implementations. Algorithm is not only an Acumatica Gold-Certified partner and leading ERP consulting partner, the firm delivers networking, warehouse management, corporate performance management and custom development solutions. Visit us at algorithminc.com to learn more.

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