Algorithm
Making Technology Work

MonahanPartners
we're in this together

QUARANTINE COULDN'T STOP ONE CLEAN-UP

How Cloud ERP Technology helped 100+ year old cleaning products maker embrace the future of work

"We were uncomfortable about the uncertainty with future plans for Progression. The Acumatica Community and Culture of continuously listening to customers and improving the product based on feedback really won me over."

- Kevin Monahan, President

THE SITUATION

AN OVERDUE SPRING CLEANING

Monahan Partners brought a version-locked Legacy ERP system previously used at The Thomas Monahan Company. The old system was housed on a local server which made remote access extremely difficult. Traveling sales staff would routinely call into the office to pull data from the system.

Data entry in the legacy system was inefficient, requiring duplicate data to be entered on multiple screens. Once data was logged into the ERP system, it was cumbersome to pull out and analyze, typically requiring custom reports and hours of massaging the data in Excel.

In 2019, it became apparent that the company needed to make a substantial investment in its local server and upgrades to the Legacy ERP System to keep it operating. It was time for Monahan Partners to begin an exhaustive search for alternative ERP Solutions.

"We are very excited about the countless process improvements Acumatica will allow us to implement."

– Matt Short, V.P. Monahan Partners

THE SEARCH
FINDING A BETTER BUSINESS SOFTWARE

In early August, Monahan began its ERP search, communicating with 10+ vendors including Sage, GLOBE, SAPB1, OptiPro, QuickBooks, NetSuite, and Acumatica. NetSuite and Acumatica quickly made the short list based on their cloud technologies and friendly user interfaces. Monahan spent many hours in demonstrations of the products, as well as learning about each company's cultures and visions.

Fortunately, Monahan developed a close relationship with Acumatica's VAR, Algorithm. In October of 2019, Monahan Partners attended the Acumatica Roadshow with Algorithm. This provided valuable insight into the Customer First and Continuous Improvement culture that makes Acumatica truly special.Shortly after the roadshow, Monahan forged ahead with Acumatica knowing the implementation would be in great hands with the team at Algorithm.

IMPLEMENTATION
ON-PREMISE TO CLOUD IN UNDER 90 DAYS

Algorithm started Monahan Partners transition to Acumatica on January 7, 2020, with an On-Site Discovery Process and a clear goal of an April 1st Go-Live. From that very first day, Algorithm's vast understanding of Monahan Partner's Legacy ERP system and processes to switch over made the discovery and solution design aspects of implementation go seamlessly. Monahan became confident they had made the right choice with Algorithm.

By mid-February, Monahan's Acumatica instance was configured, and the Algorithm team was back on site for transaction-level training for end-users. For the entire month of March, each user dedicated an hour every day for training and testing in the "Acumatica Lab." During the same time, Kristin Christian, Algorithm ERP Consultant and project manager for the Monahan launch worked on customization and finalizing process flows.

By mid March, Monahan's team was fully trained and ready for the April On-Site Go-Live. Then COVID-19 hit, restricting travel, and forcing both teams to shelter in place. Luckily, our teams were very adaptive, and we quickly put in a contingency plan for a 100% remote Cutover and Go-Live Support. On April 3rd, 2020 Monahan Partners and Algorithm entered unchartered territory, completing the 100% remote Go-Live.

THE RESULTS

While the sprint to finish was met with an unprecedented disruption: COVID-19, the project launched as scheduled. Today, Monahan Partners is already signing the praises of Acumatica ERP and has quickly seen five important business benefits of making the transition.

1. Ease of Use

"I was pleasantly surprised by the ease of use," Kevin Monahan states. With little to no training, Kevin's team jumped into Acumatica and followed the intuitive screen layouts to get to the data they needed. Monahan found that most data can be pulled with the elimination of many "clicks" and fewer open screens than their previous ERP system.

2. Automatic Inventory Replenishments

The Inventory Replenishments feature cleaned up inventory control issues for the manufacturing company. Monahan Partners can now view inventory demand compared to inventory on-hand and on purchase order — and they can generate new purchase orders based on this data. Greater control over inventory levels and reduced risk of over/under stocking items is a huge boost for their bottom line.

3. Remote Access

Acumatica allows access to data anytime from anywhere. The value of this feature was truly unknown, until recently when COVID-19 forced Monahan's office staff to work remotely for an extended period of time.

4. Data Visibility

Acumatica allows for speedy export of data to Excel for easy analysis. The data comes out clean and easy to manipulate. Monahan can import its Legacy ERP Sales and Purchasing Data into Acumatica and can down pull this data out of the system efficiently.

5. Customized Dashboard

Acumatica's ability to allow customizable dashboard has been a huge advantage. Each user can have a functional dashboard as their homepage in Acumatica, quickly alerting to the processes they need to complete. From a management aspect, the dashboards give a clear picture of high-level KPI and performance trends. The Drilldown feature quickly gives access to the underlying data, eliminating much time spent searching for answers as in the past.

"The dashboards give me a quick picture of the status of our sales and operations. This allows me to make quicker and better-informed decisions on issues such as manpower and overtime."

-Matt Short, V.P. Monahan Partners