



Real-time Data Visibility Boosts Efficiency, Cuts Inventory 20% and Drives Revenue Growth

solaire MEDICAL

Industry: Medical storage equipment manufacturer
Company: Solaire Medical
Solution: Macola 10

Solaire Medical specializes in storage solutions for healthcare facilities—hospitals, clinics, and the departments within them, from ERs to ORs. The company offers a cohesive system of carts, cabinets, and casework that work together for improved staff and facility efficiency. Solaire Medical is located in Spring Lake, MI.

Challenges:

- Lacked real-time visibility and control into manufacturing and the shop floor
- Disparate systems for finance, accounting, sales, marketing, manufacturing and distribution
- Lacked inventory control

Results:

- Dramatic growth in year over year revenue
- Reduced inventory by \$200,000
- Reduced cost of goods sold and increased inventory control
- Real-time data visibility for KPIs

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**- Ben Barber
Solaire General Manager**

No Data Visibility in Archaic Software

Solaire’s search for a modern ERP solution was fueled by the pain of an archaic, in-house, proprietary system that was geared toward sales and marketing with manufacturing being a bit of an afterthought. The system lacked visibility into inventory levels and couldn’t provide solid inventory control or the type of reporting needed to make informed decisions.

The top two items on Solaire’s wish list for a new ERP system are—better control of inventory and cost of goods. The company also wanted visibility into the shop schedule, as well as supply chain control through purchase orders and receiving.

New Solution Yields 20% Inventory Reduction

Since their old system wasn't built for manufacturing, Solaire had to keep its safety stock a lot higher than it is today. Nine months after implementation, Solaire has seen the biggest impact on its inventory.

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Boosts in Data Visibility and Productivity = Revenue Growth

The general manager says key contributors to the inventory reduction were workspaces, the Macola professional services team implemented that provide a new view of data, including inventory and accounts

About Macola

Macola is ERP and business process software that manufacturers and distributors use to automate, manage and grow their business. Macola empowers companies to take control of cost and complexity at every stage from design through delivery and see all facets of their business from a single application.

Macola is an Exact product. Exact builds business process software for SMEs and their accountants. Our innovative technology is aimed at specific business needs, providing an overview of today and insights into the opportunities of tomorrow. Exact inspires businesses to grow. Our 1,600 employees love, share and support our customers' success. Like them, we aim high. Like them, we aspire to lead the way. That's how we know it's a bumpy road to success. And that's why we build Macola to help smooth it out, enabling our customers from all over the world to grow.

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receivable, which have helped expedite decision making. Macola consultants also helped automate processes such as sending out order confirmations.

The Macola workspace includes views of sales, quotes and shipments. Barber says workspaces are helping show KPIs, providing a new view into the company's performance, really benefiting our partners who are out of state. "It gives them a better view of how the company is doing, and be on top of things, even though they aren't here on a daily basis," said Barber.

Having more control and visibility into operations is a key driver of growth. "We are up dramatically from 2015 to 2016. I would attribute it to the fact that we are able to execute and process orders and get those orders out. If we didn't have Macola 10 and we were using our old system, it would have been very difficult," remarked Barber.

Automation Reduces Sales Commission Calculation Time by 94%

One of the biggest improvements the company has experienced since implementation, Macola 10 has come from automating sales commission calculations. Before Macola 10, commission calculation took at least eight hours, now it takes 30 minutes—a 94% reduction in time spent on this task. "We have a new commission structure. So we had a program in Macola that—through a different logic setup—automatically computes our reps commission and creates a voucher," said Barber. "It's a lot less prone to error and it makes our bookkeepers lives much easier. They're ecstatic."

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A Wise Investment

The decision to invest in Macola 10 has proven to be a wise one for both efficiency and cost savings. Solaire evaluated four other ERP solutions before choosing Macola. The challenge with the other options was that Solaire would have had to add modules to get what they needed and that increased the price. Macola emerged as more cost effective. "Macola was an inclusive solution. It just had a lot more functionality. Whereas some of the other solutions you could add onto them and get all the functionality of Macola but it was more expensive," said Barber.

Solaire expects to continue to reap financial rewards as the company expands its use of Macola 10's functionality. The company predicts strong revenue growth as it enters its second year with Macola 10.

To learn more about Macola, please call 1.800.468.0834 or visit www.macola.com.