Macola Software™
An ECi Software Solutions Company

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

solaire
M E D I C A L

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 an ERP solution was fueled by the pain of an archaic, in-house, proprietary software that was geared toward sales and marketing—with manufacturing being a bit of an afterthought. The system lacked visibility into the shop floor and did not provide solid inventory control or the type of reporting needed to make real-time decisions.

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

Macola. ERP and business software.

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 implementing Macola 10, Solaire has seen the biggest impact on its inventory.

"I see an inventory reduction of $200,000. We had roughly $1 million of inventory on hand at the beginning of the year and now we are down to $800,000 or so," said Ben Barber, Solaire's general manager. "We now know exactly what we have on hand, what we have in our shop, along with what we will be needing to purchase in the future."

Boosts in Data Visibility and Productivity = Revenue Growth

The general manager says key contributors to the inventory reduction are workspaces the Macola professional services team implemented that provide real-time views of data, including inventory and accounts receivable, which have helped executives' decision making. Macola consultants also helped automate processes such as sending out order confirmations and shipping notices. And a home page workspace includes views of sales, quotes and shipments. Barber says workspaces showing KPIs, providing real-time visibility into the company's performance, really benefit his two 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 has led to significant 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 timesavers the company has experienced since implementing Macola 10 has come from automating the process to figure sales commissions for approximately 50 sales reps. Before Macola 10, commission calculation took at least eight hours, now it takes 30 minutes—a 94% reduction in time for this task. "We have a difficult commission structure. So we had a program written 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 about it."

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A Wise Investment

The decision to invest in Macola 10 has proven to be a wise one for both efficiencies and cost savings. Solaire vetted four other ERP solutions before choosing Macola. The challenge with the other software 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.

About Macola

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

Macola is an Exact product. Exact builds business 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' ambition. 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 software to help smooth it out, enabling our customers from all over the world to grow.

Macola. ERP and business software.

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