



Success Story

CMA/Flodyne/Hydradyne



Company Facts

- Location: Hanover Park, IL
- Industry: Hydraulic, Pneumatic Machine Automation
- Number of Employees: 100
- Website: www.cmafah.com



“Our bottom line has increased over the past four years, based on the enhanced functionality, flexibility, and data entry resources supplied through the Prophet 21® architecture.”

Frank Machac, Owner/Founder | CMA/Flodyne/Hydradyne

Success Highlights

Challenges

- Track the shipment and profit of orders and services including engineered systems, design and fabrication services, and machine automation and control solutions.

Solution

- Epicor® Prophet 21

Benefits

- Readily gauge the costs and timelines associated with 25 or more design and fabrication projects going on at once
- Track the work-in-progress status of every job
- Update and centralize each job's part and labor information in seconds with just a few keystrokes
- Easily update the pricing and specifications of approximately 500,000 items
- Review the profitability of each order immediately after order entry

CMA/Flodyne/Hydradyne of Hanover Park, Illinois, is a full-service provider of machine automation and control solutions for the hydraulic, pneumatic, and electro-mechanical marketplaces.

Since its launch in 1974, Flodyne Inc. has merged with Hydradyne Inc. and Controls for Motion Automation Inc. (CMA) to provide customers with a complete line of durable, high quality products from leading manufacturers, as well as engineered systems, design, and fabrication services. Today, this includes a dedication to superior customer support and same-day shipping of thousands of components.

“Our computer technology was cutting-edge in the late 1970s,” says Frank Machac, one of the company’s founders. “However, given the expansion of our organization, increased inventory size, and ongoing customer demands for overnight shipping and engineering solutions, it became extremely difficult to track the shipment and profit of orders and services fulfilled from our separate distribution and systems centers.”

As a result, Machac decided to replace the company’s Unix®-based operating system with the Epicor Prophet 21 enterprise software solution several years ago, to provide more system flexibility, data access and functionality to over 100 employees based at all four CMA/Flodyne/Hydradyne locations.

Analysis and Multifaceted Training to Support Implementation

This comprehensive process began with a detailed analysis of existing procedures to evaluate the performance of nearly every legacy activity, ranging from order entry and purchasing, to production and accounts payable. Armed with this initial feedback, an Epicor project manager then met with each of Flodyne’s corporate divisions to gain an even deeper understanding of department needs for solutions that would offer far richer reporting structures, order specifications, and cost analyses to accommodate present and future management objectives.

Once the Prophet 21 implementation started, Epicor then worked diligently with CMA/Flodyne/Hydradyne to thoroughly train employees in its usage. Training involved the combined use of Web-based programs and several days of onsite consulting and individual tutoring at the Epicor technical center. In addition, when Prophet 21 “went live” in July 2007, an Epicor project manager was stationed at the company to not only answer questions and ensure a smooth transition, but also immediately help resolve real-world issues.

Data + Metrics + Protocols = Increased Profit Margins and Inventory Control

“Because it’s so easy to access data from within Prophet 21, we’ve developed a unique reporting structure using Crystal Reports that allows us to apply metrics and protocols to practically every company activity,” explains Machac. “The system affords access to nearly all levels of data, enabling us to develop scorecards that each division must now meet on a daily basis.”

According to Machac, Prophet 21 benefits include the ability to review the profitability of each order immediately after order entry. “As a result of this system, we can now ensure a minimum gross profit percentage on every purchase. If this margin is not achieved, the order is marked for review well before shipment and customer invoicing,” he says. “In addition, it has even offered the opportunity to carefully monitor the value of less than profitable activities, allowing us to either eliminate those service lines or appropriately adjust their pricing. Subsequently, our bottom line has increased over the past four years, based on the enhanced functionality, flexibility, and data entry resources supplied through the Prophet 21 architecture.”

Among other efficiency gains, the company can now easily update the pricing and specifications of approximately 500,000 items, as well as input new product information in hours, instead of the day or more it took with the previous legacy system. The role of inventory control has been greatly simplified, and is now performed by only one person, as opposed to the two to three individuals that performed this task with the legacy system. Equally important to CMA/Flodyne/Hydradyne is the added dependability that Prophet 21 has afforded the entire organization. This includes the enhanced ability to overnight ship virtually any order placed before 4 p.m.

Time Savings in Purchase Orders, Reports, and Employee Orientation

As for active users, Lynnette Maisonet, the company’s office manager for the past 15 years, cites Prophet 21 user-friendliness as a clear dividend to her daily inventory control, accounts payable and billing activities. “The system’s Excel spreadsheet format has greatly reduced the time needed to generate purchase orders, which is significant since we normally issue 30-40 on any given day,” she states. “We are also producing customized reports to cull through our complete database of part specification and service information, to analyze virtually every area of activity.

“Furthermore, since Prophet 21 is so straightforward and doesn’t include hidden keystrokes, new employees can easily grasp the system’s operating protocols and functionality without substantial training,” adds Maisonet.

Managing Resources for Value-Added Manufacturing

Laura Ziccardi of the Systems Group at CMA/Flodyne/Hydradyne was also deeply involved in the Prophet 21 implementation process. These efforts contributed to her department’s ability to readily gauge the costs and timelines associated with the 25 or more design and fabrication projects going through the system at any one time.

“Epicor helped us to tailor the existing Prophet 21 architecture so that we can track the work-in-progress status of every job,” notes Ziccardi. “Our group’s 20+ engineers, programmers, designers and technicians can update and centralize each job’s part and labor information in seconds with just a few keystrokes, even with the input coming from separate department locations. This has greatly aided our productivity and profitability.”

Continued Upgrades to Customer Service

In recent months, Machac also revealed additional Prophet 21 application advantages, when he used the software to help launch the Product Search section of the company’s newly refreshed Web site. With this feature, customers can drill through numerous product categories using a series of drop-down menus to retrieve key specification details in moments. Says Machac, “This is just another example of the value-added performance being delivered to our organization by Epicor, and the benefits of Prophet 21 that we are continually uncovering.”

About Epicor

Epicor Software Corporation is a global leader delivering business software solutions to the manufacturing, distribution, retail, and services industries. With nearly 40 years of experience, Epicor has more than 20,000 customers in over 150 countries. Epicor solutions enable companies to drive increased efficiency and improve profitability. With a history of innovation, industry expertise and passion for excellence, Epicor inspires customers to build lasting competitive advantage. Epicor provides the single point of accountability that local, regional and global businesses demand. For more information, visit www.epicor.com.



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