



## Epicor Success Story

# Columbus Container, Inc.

## Company Facts

- ▶ Location: Columbus, Indiana, United States
- ▶ Industry: Corrugated Sheet Plant
- ▶ Web site: [www.columbuscontainer.com](http://www.columbuscontainer.com)

## Success Highlights

### Challenges

- ▶ Improve efficiency and productivity
- ▶ Streamline business systems
- ▶ Enable separate plants to work together

### Solution

- ▶ Epicor® BVP

### Benefits

- ▶ Increased productivity
- ▶ Integrated system across all divisions
- ▶ Improved collaboration with customers on estimates
- ▶ Eliminated time-consuming manual clerical tasks



Indiana-based Columbus Container is a full-service provider of corrugated packaging products. From high-end, labeled, and custom die corrugate to simple double-wall fillers, Columbus Container maintains a high standard of quality using advanced technologies.

## The challenge

To increase efficiencies and improve quality, Columbus Container needed to streamline its computing systems and integrate workflow process across its six corrugated plants. The company needed to support business operations to focus on customer service and improve quality.

## The solution

Columbus Container tapped Epicor due to its extensive packaging manufacturing expertise and efficient integration team to identify and engineer a solution that would meet Columbus Container's needs today and in the future. The custom implementation and training carried out by Epicor generated productivity gains within the first week.

## Efficiencies drive Columbus

As a mid-size corrugated container supplier Columbus Container management knew they had to improve cross-plant efficiencies to compete. "We knew we could seriously increase efficiencies if we streamlined business systems and enabled our plants to work together. Epicor made our transition



painless and the Epicor BVP system enables us to meet customer needs while at the same time increasing productivity," says Bob Combs, Director of Information Systems.

Columbus Container had used many disparate systems to perform estimating, quotation, scheduling, warehousing and shipping to gain productivity and efficiency benefits, but these systems did not work with one another. Nor did all plants run the same systems, causing further isolation and increased redundancy across the entire organization.

The Columbus Container team began considering an upgrade to create one system, which would help to resolve many of these issues. Columbus Container Director of Information Services, Bob Combs led the transition, turning to Epicor to manage the challenging process of selecting, implementing and customizing a solution, and, recognizing that Columbus Container would need support during and after the migration, including training, customization, installation and support services.

"Epicor was the logical choice for us given their exclusive focus on packaging manufacturers, their support capabilities, and their commitment to managing the entire transition process including custom training," says Combs. "Epicor offered products and services we simply could not obtain from other vendors."

## Engineering a solution

Epicor application engineers spent several weeks interviewing Columbus Container plant, warehouse and operations managers and information technology personnel to understand exactly how they wanted the new software to work.

Epicor BVP provides Columbus Container with a variety of sophisticated functionality, including: costing, estimating, quotations, order processing, warehousing, shipping, procurement, invoicing, sales forecasting and quality assurance. In addition, the system works across multiple plants and is customized to reflect Columbus Container's unique workflow processes.

## Rapid adoption and ease of use

"The entire implementation process took just three months including training. As director of information systems, I was sure that my phone would be ringing off the hook once we went live," says Combs. "But, I received only a few emails and calls on the first day. Thanks to Epicor, everyone was working productively from the beginning and none of our project timelines slipped during the transition."

## Improved productivity

Columbus Container has experienced substantial productivity gains. "Epicor BVP automates many time-consuming clerical tasks," Combs says. "Not only that, but it encourages costing and estimating exploration and client collaboration."

"We were always reluctant to change design elements because of the subsequent need to rework all the details. Now, with the new system, changes are automatically communicated down to the plant floor and our team can concentrate on creating customer-focused packaging solutions, which is, after all, why clients come to us in the first place."

## About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software that is designed around the needs of our manufacturing, distribution, retail, and service industry customers. More than 40 years of experience with our customers' unique business processes and operational requirements is built into every solution—in the cloud, hosted, or on premises. With a deep understanding of your industry, Epicor solutions spur growth while managing complexity. The result is powerful solutions that free your resources so you can grow your business. For more information, [connect with Epicor](#) or visit [www.epicor.com](http://www.epicor.com).



Contact us for more information on Epicor Products and Services

+1.800.999.6995 info@epicor.com www.epicor.com

**Corporate Office**  
804 Las Cimas Parkway  
Austin, TX 78746  
USA  
Toll Free: +1.888.448.2636  
Direct: +1.512.328.2300  
Fax: +1.512.278.5590

**Latin America and Caribbean**  
Blvd. Antonio L. Rodriguez #1882 Int. 104  
Plaza Central, Col. Santa Maria  
Monterrey, Nuevo Leon, CP 64650  
Mexico  
Phone: +52.81.1551.7100  
Fax: +52.81.1551.7117

**Europe, Middle East and Africa**  
No. 1 The Arena  
Downshire Way  
Bracknell, Berkshire RG12 1PU  
United Kingdom  
Phone: +44.1344.468468  
Fax: +44.1344.468010

**Asia**  
238A Thomson Road #23-06  
Novena Square Tower A  
Singapore 307684  
Singapore  
Phone: +65.6333.8121  
Fax: +65.6333.8131

**Australia and New Zealand**  
Suite 2 Level 8,  
100 Pacific Highway  
North Sydney, NSW 2060  
Australia  
Phone: +61.2.9927.6200  
Fax: +61.2.9927.6298

The contents of this document are for informational purposes only and are subject to change without notice. Epicor Software Corporation makes no guarantee, representations or warranties with regard to the enclosed information and specifically disclaims, to the full extent of the law, any applicable implied warranties, such as fitness for a particular purpose, merchantability, satisfactory quality or reasonable skill and care. This document and its contents, including the viewpoints, dates and functional content expressed herein are believed to be accurate as of its date of publication, June 2013. The usage of any Epicor software shall be pursuant to the applicable end user license agreement and the performance of any consulting services by Epicor personnel shall be pursuant to applicable standard services terms and conditions. Usage of the solution(s) described in this document with other Epicor software or third party products may require the purchase of licenses for such other products. Epicor, the Epicor logo, and Epicor BVP are trademarks or registered trademarks of Epicor Software Corporation or its affiliated companies registered in the United States and certain other countries. All other trademarks mentioned are the property of their respective owners. Copyright © 2013 Epicor Software Corporation. All rights reserved.