



Epicor Success Story

Cerrey

Company Facts

- Location: Monterrey, N. L., México
- Industry: Manufacturing
- Number of Employees: 350
- Web site: www.cerrey.com.mx



Success Highlights

Challenges

- Cerrey's previous ERP became obsolete and could no longer satisfy Cerrey's increasing needs and demands for its domestic and international markets

Solution

- Epicor Vantage

Benefits

- Increased efficiency in purchasing supplies, based on storage and fixed cost reductions
- Tracking reports on real-time basis
- Utilization of new information technology
- Change revealed areas of opportunity

Cerrey, S.A. de C.V. had used an enterprise system developed in the 1990's up until March 2004. The antiquated system was based on HP3000 servers which would require a significant investment to improve the software. The system's capacity was limited: information reports were processed once per day; it used monochrome screens; and the transmission of information did not include Internet access. Facing new technological changes, the growth of its own needs and its clients' requirements, Cerrey decided to migrate to a new enterprise resource planning (ERP) platform.

In order to make this important decision, Cerrey began a pre-selection process in March 2004, looking at seven different enterprise solutions. Three of them were immediately rejected based on the experience of the IT department, because they did not fulfill the basic requirements. Next, user groups of each productive area of the company were created in order to determine the basic needs that the new software had to fulfill. Based on feedback from the user groups, Cerrey categorized the main specifications that the enterprise solution should fulfill as follows: indispensable, necessary, and wished (or desirable).

Cerrey reached its final decision in October 2004, based on the most important specifications: functionality, cost, technical support, and technology trends—Epicor Vantage was the best option.

The road to a successful implementation

Norberto Galindo, IT Director and, responsible for the Epicor Vantage implementation at Cerrey, comments that the company began the implementation process in January of 2005, guided by the same discipline that lead the selection process. "The first step was to establish a team conformed by the leaders of all the company departments, so we were sure that all the areas were involved."

Total trust in Epicor

Mr. Galindo said "The company decided that all new projects would utilize Epicor Vantage and there would no longer be an endorsement of projects using the previous software solution." By the end of 2005, 80% of the projects were utilizing the Epicor solution.

Change brings resistance, but mainly it brings advantages

According to Mr. Galindo, accounting was the most sensitive area during the last quarter of the year, because they were receiving information from two different sources. The IT department simplified the consolidation process by creating new accounting records in the previous software system of each of the new projects handled by Epicor—if it was required to bring detailed information in, Epicor Vantage had it all.

Benefits from the first moment

The Epicor Vantage implementation brought to Cerrey an immediate integration of information, because the previous system worked in different parts like "islands" that handled the information, which did not allow control and could not even agree with its own results.

"Epicor follows the newest technology and trends in the IT market; it is also flexible and adaptable, so we fit it to our particular needs. If Epicor develops a new version of Vantage, I feel very confident that we won't feel internal changes," added Mr. Galindo.

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.



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