



Flodraulic Group Inc.

National Fluid Power Distributor Achieves Rapid Growth with Epicor Prophet 21

Company Facts

- Location: Greenfield, Indiana
- Industry: Fluid power
- Number of Employees: 300
- Web site: www.flodraulicgroup.com



“Epicor Prophet 21 is a robust system; the ROI is there. You get out of it what you put into it.”

Tyler Ellis, Marketing Manager | Flodraulic Group Inc.

Flodraulic Group Incorporated is a national distributor of fluid power and controls, based in Greenfield, Indiana. With 300 employees and 12 locations in the U.S. and Canada, Flodraulic Group has partnered with the leading manufacturers in fluid power to provide a wide range of pneumatic, hydraulic, automation, and lubrication components and value-added services since 1980.

Prior to 2006, Flodraulic Group was using an Epicor legacy product as its enterprise resource planning (ERP) system. At that time, Flodraulic’s ownership was acquiring another company that was already using Epicor Prophet 21, and decided to hold on to the system to upgrade across the board. According to Tyler Ellis, Marketing Manager, Flodraulic Group, “Prophet 21 melded into the nuances of dealing with customers and vendors; it was good fit with how we do business.”

Reporting and Analysis

With a business and financial background, Ellis likes being able to crunch numbers, measure and extract information, and see trends. “The Prophet 21 integration with Microsoft® SQL Server® database lends itself to that level of detail,” he says. “We can review sales history, inventory values, etc., at any time, for data-driven decision support so that we manage our business more effectively.”

Every day, Flodraulic Group creates numerous reports for its branch managers, sales team, customer service reps, and executives using the integration of Prophet 21 to Crystal Reports™. The Accounting department also makes extensive use of the system. For example, the A/R group looks at aging information in real time and makes credit decisions accordingly.

Success Highlights

Challenges

- Help an Indiana-based fluid power distributor achieve rapid growth while supporting interaction among its employees, vendors and customers with a variety of data

Solution

- Epicor Prophet 21

Benefits

- Facilitate reporting and analysis
- Review sales history, inventory values, etc., at any time
- Easy to onboard acquired companies

Training, Support, and User Community

According to Ellis, for improving utilization of the system, "the Epicor Learning Management System training has been great," especially as Flodraulic Group is onboarding other acquired companies. It has also been helpful to him personally for troubleshooting in his role as system administrator. In addition, he has appreciated the responsiveness of Epicor Support: "It's good to know there's solid support out there." Last but not least, he has found benefit in hearing the experiences of other Prophet 21 customers at user group events.

A Deep, Robust Solution

"There's a depth to the system—we're trying to take advantage of more of the options and capabilities," Ellis notes. "You can use Prophet 21 at whatever level your company requires. We have only just scratched the surface of its more complex functionalities."

He concludes, "Epicor Prophet 21 is a robust system; the ROI is there. You get out of it what you put into it."

About Epicor

Epicor Software Corporation is a global leader delivering business software solutions to the manufacturing, distribution, retail, and service industries. With more than 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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