



Epicor Success Story

PureMalt

Increases Profit and Grows the Business With Epicor Tropos

Company Facts

- ▶ Location: East Lothian, Scotland
- ▶ Industry: Manufacturing—Food and Drink
- ▶ Website: www.puremalt.com



Success Highlights

Challenges

- ▶ Operated with fragmented departmental silos
- ▶ Lacked visibility into business performance
- ▶ Had difficulty converting incoming sales orders and demand for products into a manufacturing plan

Solution

- ▶ Epicor® Tropos™

Benefits

- ▶ Increased transparency and integration between departments
- ▶ Moved from manual to automated processes
- ▶ Gained better understanding of product costings, leading to more strategic product pricing
- ▶ Increased growth in terms of sales and profits

A world leader in the manufacturing of speciality malt extracts, PureMalt is an independent, privately-owned company located in East Lothian, Scotland. Blending a unique range of refined malt extracts for food and beverage industries in more than 50 countries worldwide, PureMalt's expertise has transformed over the past 40 years from flour milling and malting to today's specialised production of refined malt extracts.

With products including a range of flavours from roast, crystal, and pale extracts, PureMalt's malt extracts are used in an array of foods and drinks including beers, sauces, preserves, baked goods, and soft drinks.

Previous business challenges

PureMalt wasn't able to easily communicate from department to department. Most of the company's previous systems were primitive—with Microsoft® Access® databases that were ten to fifteen years old or very early versions of financial accounting systems—and all operated within their own environment, with their own team, and with no understanding of the wider business.

PureMalt was aware that something needed to change if it was to continue to grow and fulfil its expansion plans. They decided that the company needed to implement a flexible supporting system that would allow communication throughout different departments in the business—something the aging system already in place was unable to do.

Selection process

Choosing the right product was vital to provide the company with a more cohesive approach, improve inter-departmental communications, and streamline the production process. Consequently, when it came to the evaluation process, PureMalt implemented rigorous selection criteria with the heart of the organisation in mind—its employees. They identified ease of use, functionality, and streamlining processes as the key selection criteria.

However, topping the criteria list was the need for manufacturing software with the ability to integrate financial processes, rather than an accounting system, informing PureMalt how to operate most effectively. Epicor Tropos fit the bill perfectly.

“What set Tropos apart was the fact that it is a software platform that is clearly born out of a production and manufacturing focus, whereas some of its competitors’ products seem to have grown out of a finance package,” says Ross Turner, key account manager at PureMalt Products Ltd. “The manufacturing focus is key to supporting the growth of our business and how we compete with our counterparts,” he continued.

Increased business growth

Following the initial rollout of the Epicor Tropos—an enterprise resource planning (ERP) solution designed specifically for process manufacturers—PureMalt rapidly started seeing business

benefits. Now Tropos helps every area of the business, from raw material procurement and quality control through stock creation and sales order fulfilment.

Turner comments, “Previously, as an ingredient supplier, one of the most complicated operational tasks we encountered was product labelling. Over the decades, the complexity of our product labelling had become, to all intents and purposes, out of control, and was almost a full-time job for one employee. However, the implementation of Tropos enabled us to automate the process and—almost overnight—streamline the business.”

Turner adds, “Also, thanks to Tropos, we now have a better understanding of product costings. Knowing how much it costs to produce our products allows us to generate greater value, and has meant we have seen increased sales and profits.”

Planning for the future

“When we started this project, we anticipated a start and an end date. Now we have taken the view that Epicor is a long-term partner that can, almost on a monthly or quarterly basis, contribute towards new initiatives that allow our business to improve both operationally and commercially,” continues Turner.

“We may have now finalised the initial implementation of the Tropos solution, but there is so much more functionality we can benefit from that our Epicor consultants can and will assist us with benefitting from,” he adds. “Needless to say, we are excited for the future.”

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 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.



Contact us for more information on Epicor Products and Services

+44 1344 468468 info.uk@epicor.com www.epicor.com/uk

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, January 2017. The results represented in this testimonial may be unique to the particular user as each user’s experience will vary. 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. The results represented in this testimonial may be unique to the particular user as each user’s experience will vary. Epicor, Tropos and the Epicor logo are registered trademarks or trademarks of Epicor Software Corporation in the United States, certain other countries and/or the EU. All other trademarks mentioned are the property of their respective owners. Copyright © 2017 Epicor Software Corporation. All rights reserved.