



Epicor Success Story

Grupo PEOSA

Gains visibility of the manufacturing process and improves customer service with Epicor

Company Facts

- ▶ Locations: Guadalajara, Leon, and Mexico City
- ▶ Industry: Manufacturing
- ▶ Number of Stores: 3
- ▶ Number of Employees: 850
- ▶ Web site: www.grupogondi.com



Success Highlights

Challenges

- ▶ Needed an enterprise resource planning (ERP) solution that provided visibility of their production process and that included floor control and automatic production programming in its functionality
- ▶ To drive the production programming area
- ▶ Improve accounting operations
- ▶ To have a more efficient decision making process through updated business data

Solution

- ▶ Epicor® ERP

Benefits

- ▶ One-click access to reliable, real-time information of the company's production, administration and billing processes
- ▶ Visibility of every part of the manufacturing process
- ▶ On-time monthly closings
- ▶ Improved customer service

Grupo PEOSA, Plega Envas de Occidente, is a manufacturer of cardboard sheets and packaging of the best quality produced with leading-edge technology and a modern system. The company's main products are folded, preprinted, and micro-corrugated packaging, cardboard sheets, and Single-face.

Grupo PEOSA manufacturing technology includes the following processes: prepress, corrugated, print, laminate, hot stamping, blanking, and semi-automatic paste. With two manufacturing plants, one in Guadalajara and one in Leon, and a sales office in Mexico City, the company has been in the market 15 years. Grupo PEOSA has 850 employees, and its customers include important international brands. The business philosophy is founded on continuous improvement and excellence, which has led Grupo PEOSA to obtain ISO 9001:2000 Certification.

Epicor and Grupo PEOSA: The beginning

In 2007, Grupo PEOSA's growth made its executives realize the importance of looking for an ERP tool that expanded the benefits of their current system; they operated with a homegrown business solution since 2001, but the software only provided administrative and inventory control.



“From 2001 to 2005 we were dedicated to development. After this time, users of the system already knew what to do, and we were apparently fine, but the reality was that we had to work some data out of the system. We didn’t have real-time monitoring of processes, especially in manufacturing,” said Guillermo Ramirez, IT manager for Grupo PEOSA.

With this in mind, the software evaluation process began and Grupo PEOSA studied the product offerings of three ERP providers. Over the course of four months, executives and IT personnel studied all of the alternatives and the functionality of all three systems.

“We needed a solution that included automatic production programming and shop floor control so we could provide our customers with estimated delivery dates. It was hard to manage numerous production orders in Excel spreadsheets; the growth of the business complicated doing these tasks separately,” said Ramirez.

At the end of the evaluation period Grupo PEOSA selected Epicor, and started the implementation project in November 2007.

Implementation challenges and results

The first part of the project in Grupo PEOSA lasted seven months, concluding in August 2008. This first stage included the

administrative modules of Accounts Payable and Accounts Receivable.

“One of the most important challenges was to convince the employees of the importance of changing to Epicor; this required the involvement of executives and IT personnel. They were dedicated to making the 80 users experts in the solution before the go live,” said Ramirez.

At the end of the first stage of the project, the benefits of Epicor started to appear. All the efforts of the team started to get noticed.

“Before the implementation, we carried out accounting separately. At the month-end Finance had to capture all the bills and credit notes in a different system. With Epicor, the system permits us to leave aside recaptures and improve delivery times. Now we have accounting results by the third day of the month. Before Epicor, we didn’t have accounting results until the twelfth day of the month,” said Ramirez.

Inventory control was another key element that Grupo PEOSA was looking to improve, and they’ve been able to with Epicor.

“With Epicor, we can do complete tracking of the production and sales orders and in just one click; now we can have access to online information of production, administration and billing processes.”. Epicor has specific rules and needs discipline; it requires us to take things step by step. However, this also allows us to maintain updated and precise information to make timely decisions that benefit the business,” Ramirez concluded.

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.



Contact us for more information on Epicor Products and Services

+1.800.776.7438 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, April 2016. 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 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 © 2016 Epicor Software Corporation. All rights reserved.