



## Philadelphia Mixing Solutions Consolidates Systems to Embrace Growth

### Company Facts

- ▶ Location: Palmyra, Pennsylvania and Newbury, United Kingdom
- ▶ Industry: Industrial machinery manufacturing
- ▶ Number of Employees: Fewer than 200
- ▶ Website: [www.philamixers.com](http://www.philamixers.com)



### Success Highlights

#### Challenges

- ▶ Consolidate various home-grown systems and databases into a single platform

#### Solution

- ▶ Epicor® ERP

#### Benefits

- ▶ Provided a single, unified look into business performance metrics
- ▶ Moved from quote to cash quicker—quotes that took hours or days in the past now only take minutes
- ▶ Improved customer support with manufacturing resource planning (MRP)
- ▶ Enabled for mobile functionality

Philadelphia Mixing Solutions, Ltd. and its subsidiary—Mixing Solutions Limited—lead the industry in optimizing mixing solutions to help customers improve mission-critical mixing processes. With operations in Palmyra, Pennsylvania and Newbury, United Kingdom, Philadelphia Mixing Solutions provides innovative products, technical services, and field support to customers around the world. Backed by 60 years of industry experience and a rich tradition of technology—dating back to the original Philadelphia Gear Corporation—the company's research and development teams use cutting-edge testing and process modeling to create unique mixing solutions to meet individual customer requirements.

"We had a lot of separate systems, separate databases, and even homegrown software we developed over the years," said Daniel Dailey, enterprise resource planning (ERP) business analyst, Philadelphia Mixing Solutions. "It was difficult for users to find the right information they needed, and it was time-consuming for them as well, so we needed to find a way to consolidate all that information."

After seeing what one of its sister companies had accomplished with Epicor ERP, Philadelphia Mixing Solutions knew there was a better ERP solution out there. In 2008, the company started on Vantage and worked its way through upgrades until it got to the latest version of Epicor ERP. "Keeping up with Epicor ERP upgrades has allowed us to reinvent our business strategies," said



Dailey. "We had a lot of homegrown systems we were trying to eliminate, and with each new version, we were able to find new functionality that will eventually allow us to move all of our ERP workload to Epicor."

For example, in a recent upgrade, the company began using the manufacturing resource planning (MRP) module, which it previously did not have. "It's given us confidence of what parts are or are not available, so we can give the customer a confidence level that when we make a promise, we can deliver," said Ivy Ganster, vice president of operations, Philadelphia Mixing Solutions.

## Viewing the whole business from anywhere

Epicor now gives the company a complete view of the business by allowing anyone with access to the system to see the status of jobs as well as scheduling and operations. "We always know what we have to ship every day, and it just makes scheduling the production much easier," reported Ganster. "We can also see a lot of notes in the system, which gives us great flexibility in providing information throughout the company, so anybody can log in at any time and see the status of a job."

The company also relies on tablets and mobile functionality to access Epicor ERP from virtually anywhere. "Epicor is reliable because it doesn't lose connection because of intermittent wireless network signals, so we can actually go anywhere in the building. Some of us leave Epicor on when we travel home—and then reconnect—and Epicor doesn't drop off en route."

## The data you need, when you need it

"Epicor has cut time out of going to multiple places to find multiple things," said Jack Barnes, product manager. "The more that we're able to integrate into Epicor, the more that we're able to use the software itself to do what we need to do—it's all in one place, and it saves a tremendous amount of time by being able to go there, click, and get the information you need."

"I would definitely recommend Epicor to others," said Dailey. "It's a pretty intuitive system. It's easy for people to pick up, and it's also easy to use as well. The dashboard functionality is easy to develop and implement, and it really gives you that real-time data when you need it."

## 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](http://www.epicor.com).



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