



## Epicor Success Story

# UFP Technologies, Inc.

## Epicor® ERP Provides “Single Version of Truth” Across Multiple Plant Locations

### Company Facts

- ▶ Location: Newburyport, Massachusetts
- ▶ Industry: Custom-engineered components, products, and specialty packaging
- ▶ Website: [www.ufpt.com](http://www.ufpt.com)

### Success Highlights

#### Challenges

- ▶ Identify a standardized, scalable method for mining data and seamlessly centralizing operational functions across 11 separate company locations

#### Solution

- ▶ Epicor ERP

#### Benefits

- ▶ Provided a single chart of accounts incorporating multi-plant functionality
- ▶ Analyzed thousands of jobs companywide, closed financials on time, ensured compliance with stringent SEC regulations, and reported detailed financial results
- ▶ Captured and reviewed costs, while streamlining processes and decreasing expenses
- ▶ Negotiated better pricing for materials with vendors based on companywide buying patterns



Serving more than 3,000 customers from facilities across the United States, UFP Technologies is a producer of innovative custom-engineered components, products, and specialty packaging. Founded in 1963 and headquartered in Newburyport, Massachusetts, the company uses foams, plastics, composites, and natural fiber materials to design and manufacture solutions for the medical, automotive, aerospace, defense, electronics, consumer, and industrial markets.

Over the past 40 years, UFP has focused on growing organically with enhanced services and products to new and existing customers as well as strategically acquiring competitive firms to fill key industry and client needs. Today, the company includes 11 separate facilities nationwide.

### Centralized operations across 11 sites

With this expansion also came the need to integrate UFP with the differing IT programs used at each new plant. After a year of research, the company selected Epicor ERP as the new standard for mining data across the organization and to centralize operational functions.

“This is an extremely fragmented industry,” said Ron Lataille, chief financial officer, UFP Technologies. “The only way to turn a profit is to thoroughly understand what does and doesn’t make money. Epicor provided a well-controlled platform for analyzing thousands of jobs companywide, closing our books on time, ensuring compliance with stringent SEC regulations, and reporting results.”



Prior to using the Epicor solution, each individual plant operated as a small company within the overall organizational structure with no commonality. Parts and customer histories were labeled and stored differently electronically. It was both arduous and time-consuming to consolidate data and manage supplies with timely financial details based on the information accessed from each site. Reporting redundancies and inaccuracies were common.

"We now have a single version of the truth," explained David Smith, senior vice-president of operations, UFP. "Epicor provided a much faster, simpler, and streamlined way to share information and best practices among all our plants. Every facility is live within the system. The silos that existed between our companies have been removed. The duplication of information listed under variable headings is gone. Definitions and calculations are the same. For the first time, we have the ability to act on extremely reliable information integrated from all the different companies. With Epicor, we now know where we are successful."

## A single point to multi-plant functionality

According to UFP, Epicor is responsible for providing a single chart of accounts incorporating multi-plant functionality. Part numbers have been synchronized throughout the company and employees now have centralized access to customer information. This has allowed UFP to negotiate better pricing for materials with vendors based on companywide buying patterns, rather than through the purchases at a single location.

Customers also receive price breaks for the products bought at multiple sites.

Other benefits have included the capacity to track and record all manufacturing activities, including material costs and profit margins. Best practices are then recorded and shared throughout the entire organization, while price points are adjusted to ensure the profitability of each job.

## Growth through great ideas

"We are dedicated to providing a world-class customer experience and growing the company through continuous improvements," added Keith Cote, director of IT, UFP. "This includes keeping pace with great ideas and creating efficiencies with the data aggregated from all the different plants. Epicor has combined the data from each separate ERP system with internal applications, enabling us to better capture and review costs while streamlining and instituting a wide variety of processes. This ranges from payroll and time sheets to EDI."

"Plus, all this was achieved with the easy customization of Epicor packages without the use of hardcore coders. We did it all ourselves with drag-and-drop technology and other simple-to-use tools. Epicor has laid the foundation for our future by accommodating the ongoing growth with more customers, plants, and products," concluded Cote.

## 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).



Contact us for more information on Epicor Products and Services

+1.800.999.6995 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, March 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, 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.