Sage 100 ERP
Customer Success

sage

Sage 100 ERP Safeguards Operations for Heresite Protective Coatings

Metal industrial equipment that must function in harsh or corrosive environments benefits from the coating solutions formulated by Heresite Protective Coatings, LLC. The company's products are manufactured in its Manitowoc, Wisconsin, plant, and are sold worldwide.

Smartest, Most Cost-Effective Option

When the company was purchased a few years ago, Tom Dinolfo, CFO at Heresite, inherited an older version of Sage Pro ERP that had not been updated in many years. "I knew we were ready to modernize our ERP software," he says. "We reviewed several applications before determining that the smartest, most cost-effective move was to Sage 100 ERP."*

The company considered hosted, software-as-a-service applications, but none were able to handle Heresite's diverse business model. In addition to its manufacturing operation, Heresite operates a job shop where technicians apply the company's coatings to customers' equipment.

"It was very difficult to find a software application that would support our assembly and inventory control requirements and offer the job costing functionality we need," explains Dinolfo. "Sage 100 ERP, with its Inventory, Bill of Materials, Job Cost, and TimeCard modules, handles all functions extremely well."

Access to Data Promotes Better Decision Making

The company's Sage business partner migrated vendor, and customer data from Sage Pro into Sage 100 ERP. "We didn't have an inventory application in our other software, so this migration provided us with the opportunity to set up our items and bills of materials to fit the way we do business," says Dinolfo.

"We are now able to track profitability at an item level," Dinolfo says. "Before, our bill of materials data was in a separate system, and it was too difficult to trace our actual costs. We use this data to ensure we are accurately pricing our products, and to make better decisions about our manufacturing processes."

Integrated Business Solution

Previously, job-related data was collected manually and entered into two separate applications, one to track job costs and a second to prepare payroll. Now data is entered through the Sage 100 ERP TimeCard module and flows accurately to the Job Cost and Payroll modules. "Sage 100 ERP is a fully integrated business solution," notes Laura Herzog, accounting manager for Heresite. "Seeing the way the modules work together, exchanging data, is impressive. Plus, it is easy to learn and easy to train our staff to use."

Customer
Heresite Protective Coatings, LLC

Industry
Industrial Coatings

Location
Manitowoc, Wisconsin

Number of Locations
One

System
Sage 100 ERP

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*Sage 100 ERP was named Sage MAS 90 ERP when Heresite Protective Coatings initially implemented this solution. The product names have been updated in this case study to reflect current naming.