

## Nashville Wire Products Drives Efficiency With Sage 500 ERP

For more than 75 years, Nashville Wire Products has been designing and fabricating welded wire products. Throughout its history, the company has continually expanded and diversified its operations, moving into multiple markets and serving thousands of customers. Today, the company has revenues in excess of \$90 million, and its three divisions ship millions of units annually. Cutting-edge technology, quality products, and unparalleled service have earned Nashville Wire Products a leadership position in all of the markets that it serves. The family-owned company always has embraced technology as a tool to drive efficiency and build its business and now trusts its operations to Sage 500 ERP.\*

### Invest in Technology

Nashville Wire Products was using a highly customized version of ProfitKey, an ERP and manufacturing application. The system proved to be costly to maintain and support, and it was difficult to obtain data and operating metrics from it. “The technology was old and cumbersome and not nimble enough to support our fast-paced operation,” recalls Monica Stancik, information systems director for Nashville Wire Products.

“Our business was booming, and the status quo was no longer working,” adds Brad Hunter, the company’s CFO. “Our options were to invest in better technology or double our staff to keep up. It makes better business sense to invest in our technology.”

An internal project team analyzed available options, including Sage 500 ERP, Microsoft Dynamics AX, and Microsoft Dynamics NV. “We selected Sage 500 ERP for many reasons, including the more intuitive interface and strong business partner support it offered,” explains Kent Rollins, division manager for Nashville Wire Products.

### Front to Back Office Solution

In addition to Sage 500 ERP, the company also relies on Sage SalesLogix, Sage HRMS, and Sage Sales Tax. “They work together to give us a complete, integrated solution,” notes Hunter.

A significant benefit for the company was the industry-standard SQL database utilized by Sage 500 ERP and the companion products. “We were able to move from seven or eight separate databases holding manufacturing, customer, and financial data to a single integrated database that is accessible, stable, and easy to administer,” Stancik explains.

\*Sage 500 ERP was named Sage ERP MAS 500 when Nashville Wire Products initially implemented this solution. The product names have been updated in this case study to reflect current naming.

### Customer

Nashville Wire Products

### Industry

Industrial Manufacturing

### Location

Nashville, Tennessee

### Number of Locations

8

### System

Sage 500 ERP

Sage SalesLogix

Sage HRMS

Sage Sales Tax



### Challenge

Nashville Wire sought to replace its aging ERP software with a modern, powerful, and integrated solution.

### Solution

Sage 500 ERP was selected as the backbone of the operation, with Sage SalesLogix, Sage HRMS, and Sage Sales Tax as companion solutions.

### Results

Faster inventory turns, more accurate manufacturing costs, and better purchasing processes. Improved efficiency across all departments.

"We have better information and easier access to that information," says John Mitchell, the company's inventory manager. "We are able to deliver better service to both our internal and external customers because we have quick access to the information we need for decision making."

The Business Insights Explorer module helps make the data accessible by providing the ability to perform quick queries of data across the entire enterprise. "We have empowered our staff to get information on their own," says Stancik. "They have real-time access to the data views they need to do their jobs."

Rollins praises the product's standard reports that deliver current data on stocking levels, expected shipments, and open orders. "We are able to work to a plan, rather than working from assumptions," he says.

### Accurate Manufacturing Costs

With the old system, it was often difficult to determine accurate manufacturing costs. "We weren't accounting for all the costs, because we didn't have an efficient way to collect, track, and manage those costs," says Rollins. "Now we can analyze costs in a variety of ways: by SKU, by work order, and even by customer. Armed with this data, we can ensure we are manufacturing in a profitable way."

"MRP (material requirements planning) is now a snap," says Mitchell. "We can determine quickly if we have over- or underloaded our plant and reallocate resources appropriately. Our forecasts now are more accurate, and that leads to more strategic purchasing, faster inventory turns, and ultimately a better cash flow."

### Perfecting Purchasing

Better forecasting has led to improved purchasing decisions. "We make use of the minimum and maximum stocking levels

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**Brad Hunter, CFO  
Nashville Wire Products**

and vendor lead times. The MRP module then works perfectly for us, recommending quantities to order and even creating the purchase orders for us," explains Mitchell. "Sage 500 ERP helps us prevent expensive interruptions in production."

### Nimble and Efficient

When a major flood damaged one of Nashville Wire Products' plants, the company was able to continue operations by moving staff to its second plant. "This would have been a nightmare with the old system; we would have been crippled," says Stancik. "Our server was secure off site, so we were able to pick up operations successfully—with no loss of data."

"When we look at the financial results of each division since the switch to Sage 500 ERP, we definitely can tell we are operating more efficiently," concludes Hunter. "We are able to do more with less effort."

## About Sage

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