



CUSTOMER SUCCESS STORY

CUSTOMER

Corrugated Supplies Corp.

INDUSTRY

Corrugated sheets

LOCATION

Bedford Park, Illinois

Number of Locations

Three

Number of Employees

120

SYSTEM

Sage MAS 500

Modules in Operation

- Accounts Payable
- Accounts Receivable
- Cash Management
- Customizer
- General Ledger
- Inventory Management
- Purchase Order

Corrugated Supplies Boxes Up Market Niche with Sage MAS 500

Being in the corrugated sheet business is a lot trickier than it sounds. Customers can order sheets anywhere from 9 to 98 inches wide, in increments of 1/16 of an inch, and from 20 to 200 inches long. Add the location of creases and different styles, and the complexity only increases. Using SKU numbers is impossible, since millions of order permutations are possible.

John Potocsnak, CEO of Corrugated Supplies Corporation (CSC), had a vision of expanding to 10 plants in the next nine years, and needed a financial package to support the company's growth. The problem was that all existing manufacturing software products were designed for SKU-based purchase orders and job shop-type operations, not attribute-based production, and therefore could not meet CSC's complex needs. So CSC decided to develop their own solution—which grew into BlueQue, a manufacturing system so successful that it is now being spun off as a vertical software product for paper-industry and other attribute-based manufacturers.



Sage MAS 500 for Optimal Integration

CSC also needed a robust financial package for the business end of its new system. "We selected Sage MAS 500 ERP because of its open architecture and rich features," explains David Pung, Director of IS. "Being based on SQL and Visual Basic, it integrated well with our tool set and gave us the flexibility we needed for creating an end-to-end manufacturing system."

After development, testing, and tweaking, CSC now has a unique implementation that interweaves the functionality of Sage MAS 500 and BlueQue. More than 20 points

CHALLENGE

Stiff competition mandated flexible customer options; yet attribute-driven manufacturing prohibited use of typical information systems.

SOLUTION

Sage MAS 500 for financials, integrated with a proprietary Web-centric information system to manage manufacturing.

RESULTS

Lead times slashed from three days to 18 hours; 20 hours/week trimmed 20 hours a week off purchase order verification process; 600 – 800 orders processed and invoiced every day in about an hour.

