

Case Study:

How can we lower operational costs



EWIE, an international leader in commodity management services, provides Fortune 1000 manufacturing companies with cutting tools, abrasives, special tools, industrial supplies and much, much more. In addition, EWIE provides a number of value-added services to their clients, including commodity/inventory management, chemical/tooling management, engineering, and IT support. EWIE has an impressive array of national and international customers, which includes the automotive, heavy equipment, medical and military industries.

Situation Analysis:

- EWIE provided complete solutions (including IT infrastructure) to manage their client's inventory and procurement at over 30 customer sites, and through Acclaim ERP for corporate management.
- EWIE needed to add 120 user licenses, across several states, and this was cost prohibitive.
- EWIE's current system created difficulty in licensing, logistics, and software distribution across their broad customer base, lacked SCM-specific functionality, and the data was unreliable requiring spreadsheets and other tools.
- EWIE wanted greater flexibility in business practices supporting distributed procurement, receiving, distribution, and invoicing integrated with centralized systems.
- Six months to migrate 36 plants from Maximo to MTrack (now iM3).
- Invoicing of products was dependent upon the site and the contract including POR, POU and consignment. In addition, products were the customer set the minimum were to be invoiced after 90 days whether they were used or not.
- Inadequate functionality in the current ERP system.

Solution:

- PeoplePlus Software provided consulting services including process analysis and improvement prior to EWIE evaluation, decision and implementation.
- iM3 presented a full service solution; including a data-transfer strategy from the legacy system, business analysis, reporting consulting, training and start-up support.
- IM3 provided their solution as a cloud-based, SaaS delivery environment.
- iM3 provided hosting and disaster recovery solutions.



Impact and Results:

- EWIE reduced cost over traditional on-premises systems. This included, but not limited to, a reduction in licensing fees, hardware costs, and on-site IT support, lower product costs, lower inventory costs, IT costs...
- EWIE now obtained excellent backup, system redundancy, and disaster recovery strategies.
- Faster response time for upgrades in software and data.
- Consistent implementation across all sites, with central corporate oversight.
- Improved consistency, accuracy and reliability of data, aligned with corporate standards.
- Easy to navigate screens, improving overall functionality.
- Performed training of over 120 users on the new application.

