Global Company Manages ERP Transition at U.S.A. Branch with True Technology Partner

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Case Study

Challenge

Beckers Group is the leading producer of coil paint and industrial coatings worldwide. Although the company is transitioning to a new ERP system, their American office needed an interim technology solution to help them remain productive until the global ERP transition plan is enacted.

Solution

PositiveVision partnered with Beckers' Chicago team to develop programs that could bridge the company's ERP system with other software to produce both barcode labels for their paint products. Additionally, PositiveVision was also able to build numerous time-saving custom reports from the legacy ERP system.

Results

Beckers Specialty was able to fulfill their customers' request for barcode labels and eventually expand into QR codes on labels thanks to the solution created by the PVI team. Additionally, the custom reports saved them a great deal of time providing required reports to Europe and predicting potential cost increases due to supply chain variables.

Beckers Specialty Grows Despite Old Software with the Help of PositiveVision

Beckers Group is a global company producing coil coatings and industrial paints used by the automotive and other manufacturing industries. With its headquarters in Germany and offices worldwide, the company's U.S. office in Chicago serves a wide variety of customers and industries.

The company recognized that their aging ERP system needed to be replaced, and a plan is underway to transition all 27 worldwide locations. The Chicago location must wait its turn for the new system, and, in the meantime, operate with the current and pressing demands of business.

Blending Multiple Systems

Beckers' Chicago office faced multiple operating challenges. Integrating the old ERP system with their proprietary system was needed to expedite operations; however, there was no clear or easy way to do this. Monthly reporting was slowed due to the inability to use all access tables. With increasing costs on raw materials coming at a rapid rate during the pandemic, customer communication on pricing fluctuations was delayed due to using disparate systems. All these issues were solved with the help of PositiveVision.

Beckers' Chicago team turned to PositiveVision for assistance with their programming needs. Although at first brought in to address only one problem, PositiveVision quickly became an indispensable part of the team.

"What we like best about PositiveVision is that they bring not just one, but many solutions

to our problem," said Spyros Douvitsas, Business Controller for Beckers Specialty.

"This enables us to consider many solutions and choose the one we like best."

Spyros noticed almost immediately that working with PositiveVision wasn't like working with any other technology service provider. "They became true partners with us. They took the time to understand our industry, our customers, our products, and processes. We believed they were experts in the software, and they became experts in our business to build us great solutions."

Leveling Up Service with Barcode Technology

Beckers is known for excellent service. With a request coming in from a customer for specialized barcodes, Beckers found themselves challenged to deliver due to their ERP system not communicating with other internal systems.

"PositiveVision created custom software to interface with the other systems that allows us to deliver barcodes to our customers," Spyros said. "Not only did we serve that customer with specialized barcodes; today, we have offered this to other customers which has increased our service to another level."

PositiveVision's technical knowledge and service not only solved the immediate problem but led to other business opportunities for the company.

Report Touch Up

Collecting data out of the old system for reporting was a huge challenge. Reports detailing the company's monthly expenditures from the U.S.A. branch were required in Europe yet time consuming to create. To build them, the Chicago team at Beckers needed to access multiple data files from their ERP system.

PositiveVision was able to build custom reports by accessing data out of the old system and brought them into a report that was easy to read which saved the Chicago Beckers Specialty team a considerable amount of time and stress. Now, they use these reports without fail each month, a big convenience for them.

Beckers Specialty needed a Future Standard Cost Recalculation program to compare costs in the ERP system from different times throughout the year.
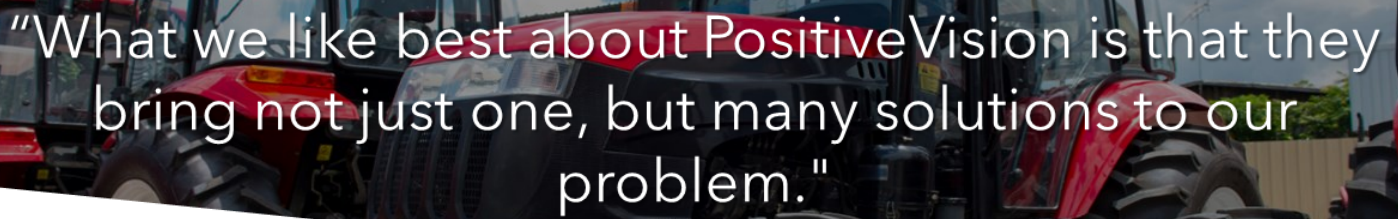
Company:

Beckers Group USA

- A Leading Global Supplier of Coil Coatings and Industrial Paints
- 27 Locations

"PositiveVision understands our business, our industry, our requirements, and ERP software."

– Spyros Douvitsas, Business Controller for Beckers Specialty

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"We were trying to find a way to calculate future costs in our ERP system," said Spyros. "We get a forecast of raw materials costs, and we were trying to calculate what would be the cost of our products three months from now if we know how raw material prices are trending. PVI helped us build the program in our ERP system where we can load the future costs of raw materials and the system can calculate the cost of end products."

The program has helped the company proactively strategize their approach to communicating price increases.

"COVID, inflation, war, supply chain disruption, raw material price increase, we need to keep up with our prices so we can stay in business," said Spyros. The work that PositiveVision is doing is directly impacting their ability to do business. "Beckers Group is doing very well, but we need to keep tracking so we keep doing well. PVI's reports help this," Spyros said.

A Technology Partner with Integrity

Spyros believes that PositiveVision is a true technology partner, and a consultant with deep integrity.

"PositiveVision has both an understanding of our business and the technology expertise we need. They offer multiple solutions and consult with us on the options. They are always there when we need them and never promise something they cannot deliver. Integrity is the reason we continue to look to PositiveVision as not just a vendor; they are our partner."

About PositiveVision

Positive Vision is one of the leading providers of affordable information technology software for manufacturing businesses in the greater Chicago area. Our expertise lies in streamlining systems and processes to maximize your business technology. We offer expert advice, project management, training, and technical support so that your business objectives can be met in the most effective manner possible. Positive Vision's consultative approach recognizes that each organization is unique. The team at Positive Vision is well trained and experienced in learning each client's business to provide a tailored solution. We value honesty and integrity above all else, and at all times operate with your business objectives in sight.