



Tangerine Software Provides a Clean Solution for Avmor

Client
Avmor Ltd.

Industry
Manufacturing

Location
Laval, Quebec

Number of Locations
One

System
Sage ERP X3

For more than 60 years, family-owned Avmor Ltd. has been manufacturing and distributing quality cleaning products used by industry. Its manufacturing facilities are housed in a 155,000 square-foot, ISO 9001-2008 and ISO 14001:2004 certified plant. While most of the company's business is conducted within Canada, it has a growing presence in the United States of America, Europe, Asia, and the Middle East. Avmor requires sophisticated tools to manage its complex operations and its tool of choice is Sage ERP X3, backed by Tangerine Software.

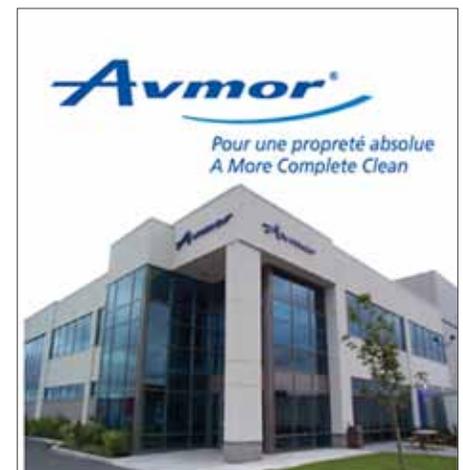
Careful Search Returns a Winner

The company previously relied on a legacy software system that had exceeded its useful life. "Because it was heavily customized it was expensive to maintain," recalls Edith Lauzon, director of finance and operations for Avmor. "It also lacked MRP capabilities and reporting was always a struggle."

Avmor launched a search for a new fully integrated advanced manufacturing and distribution enterprise software solution. "We looked at 15 ERP packages, and after careful analysis, we narrowed the list down to three: Microsoft Dynamics®, SAP Business One, and Sage ERP X3," Lauzon says. "They are all great solutions, but Sage ERP X3 offered everything we needed in a single, powerful package. The solution also has excellent references and that finalized our decision to select Sage ERP X3."

Collaborative Partnership

Tangerine Software, a premier Sage Authorized Partner, was selected to implement Sage ERP X3. "Tangerine Software did an excellent job, and the implementation went very well. Our new system went live as scheduled—to the day," notes Lauzon. "Plus they saved us lots of time by converting our bills of material, with our formulas, into the new system."



About Tangerine Software

As a leading provider of Enterprise Resource Planning (ERP) software and Business Intelligence (BI) solutions, our success has been a direct result of our people and our products. In addition to offering robust, innovative solutions, our consultants are second to none in terms of knowledge and experience. Many have been with us for over ten years and it is their dedication and professionalism which keeps our business relationships with customers so successful.

Founded in 1992, Tangerine Software has provided ERP solutions to over 200 mid to large size organizations in Canada and the United States. Our partners include world renowned organizations such as Sage, Infor, and IBM. In response to customer demand for a superior Business Intelligence solution, we developed and went to market with Nectari Business Intelligence in 2002. It has since become a great success with customers throughout North America.

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Increase Collaboration

Access to information across departments has dramatically improved since the implementation, says Lauzon: "Information is readily available to everyone who needs it. We can place key metrics right on our desktop to monitor them in real time. By delivering accurate, up-to-date information to our staff throughout the day, collaboration between departments has increased, as has our ability to make informed business decisions."

Within the software, each member of the management team has access to a customized desktop page that provides the precise information they need to monitor the financial health of the organization.

Streamline Inventory Management

Inventory management also benefits from the transition. "Our production planning capabilities are greatly improved thanks to the robust MRP capabilities in Sage ERP X3," Lauzon says. "The system notifies us when we run low on the raw materials necessary to meet our real and projected demands."

Before, the annual inventory costing activity consumed an entire month, but thanks to the efficiencies and improved accuracy provided by Sage ERP X3, now the process takes only two days.

Lot tracking is necessary for monitoring the expiration dates of Avmor's products, and the system automatically generates the coded lot number sequence for each item as each work order is completed. "We are able to monitor the expiration dates of our products closely with the software," says Lauzon. "This helps us to reduce waste and improve profitability."

Sage ERP X3 holds the formulas for Avmor's 1,000 SKUs and accurately costs each item as the batch is completed. The results of the company's quality testing also are associated with each batch.

Working with Tangerine Software, the company plans to implement the software's radio frequency (RF) data collection functionality. Then item movement can be efficiently tracked, from purchasing or production to final shipment, using barcodes and hand-held devices.

Web-Based Solution Provides Accessibility

The web-based architecture of Sage ERP X3 lends itself perfectly to use by Avmor's sales staff who are now able to access the software from anywhere they have Internet access. "We also plan to offer a similar benefit to our customers," Lauzon says. "They will be able to log in our site to place orders, perform account inquiries, and check stock of items."

Several of Avmor's customers trade with the company using EDI, a process that is fully supported by Sage ERP X3.

Lauzon concludes, "We are already enjoying the benefits the efficiency and power of the software provides—and we expect the benefits and resulting cost savings to continue to grow."

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