

Environmental Manufacturer Chooses Acumatica with its Embedded Manufacturing Software for Increased Functionality

“By utilizing the Manufacturing edition of Acumatica, we were able to determine verifiable product costs that allowed us to put together a pricing model. This increased our gross margin percentage dramatically.”

– Pat Trefun, CFO, Opflex Environmental Technologies

OVERVIEW

Opflex Technologies manufactures and sells specialized foams, used in people's everyday lives and to filter oil and contamination from water. OPFLEX® technology has been used at over 50 oilspill incidents since 2010. Their processes are Low Carbon Impact, and all products are bio-degradable. Opflex replaced their manual systems with Acumatica and JAAS Advanced Manufacturing Software (JAMS), then discovered the increased visibility into business information was improving their strategic decision-making.

SITUATION

Opflex Technologies is based in Indianapolis, Indiana. Their specialized foam products are manufactured 100% in the USA—sustaining and creating American jobs with green technology. OPFLEX® Open-Cell foams purify water one drop at a time, without sending contaminants into landfills. The company's High Performance Closed-Cell foams using LCI® Technology are redefining a wide variety of markets. Besides filtering and purifying water, the foams are delivering superior performance in sporting goods; such as running shoes, ski boots, and football helmets. They are also being utilized in gaskets and seals, and packaging that leave a minimal carbon footprint.

The prior systems at Opflex were manual and disjointed and effectively, utilized a cash basis of accounting. Opflex CFO Pat Trefun remembers, “Before Acumatica, we derived product costs from manual systems without using a team approach involving the various cost centers. We made sales decisions from disjointed information that resulted in lower margin transactions. This degraded the company's ability to service the higher margin products.”

SOLUTION

The most significant need for Opflex was the ability to make strategic decisions on the customer base to service. Because of this, Acumatica Gold Certified Partner Crestwood Associates presented Acumatica. Acumatica would allow Opflex to determine product costs by SKU— they have approximately 150 SKUs, and prioritize the customer base—which would help with pricing decisions and the rationalization of the customer base.

The capabilities that Acumatica offered, including its integrated manufacturing software solution, JAAS Advanced Manufacturing Software (JAMS), and its pure Cloud technology, made Acumatica ideal for Opflex. The complete solution helped the company make the desired strategic decisions by gleaning more complete insights into their business.



COMPANY

- **Location:** Indianapolis, IN
- **Industry:** Environmental Manufacturing

SOLUTION

- Acumatica Financial Management
- Acumatica Distribution Management
- Acumatica Project Accounting
- Acumatica Manufacturing Management

KEY RESULTS

- Complete feature set for multientity businesses
- Lower TCO with an even large number of users
- Richer, embedded manufacturing functionality
- True cost of production

Opflex purchased Acumatica Financial Management, Distribution Management and Project Accounting Suites, along with JAMS, and implemented it all in a shortened time frame so the business could be managed cost effectively. Opflex was able to implement JAMS with a relatively small team that consisted of production, IT, and finance personnel, establishing an effective cost accounting system that reports to all areas of the company. Internal IT resources were assisted by both Crestwood and JAAS Systems support teams, which proved effective, did not overlap, and complemented each other's abilities.

“The security within the Acumatica system allowed us to push down transactional entries to the people performing the tasks. This resulted in ownership of the system by line personnel ... versus referring to the system as IT's system.”

– Pat Trefun, CFO, Opflex Environmental Technologies

BENEFITS

The production staff now has access to the production system with JAMS and is an integral part of the transactional process. Controls were programmed into the process and system which allowed the manufacturing personnel to view—and more importantly—analyze the production process.

“We were able to take the manual Bills of Material and input them into Acumatica, which provided a secure and verifiable environment for a key part of the company's operations. Prior to JAMS, some of these Bills of Material were either written down or simply in someone's memory,” Trefun says.

Using a hosted version of Acumatica allowed Opflex to focus on the functionality and the reporting capabilities of the software rather than worrying about the hardware requirements. This meant an efficient implementation of the system.

The company was also able to design a secure and reliable back-up process enabling quicker response time for reporting tools and most importantly, peace of mind that the data is not reliant on a single platform.

“Having a system that takes practical advantage of constantly evolving technology is essential to business agility,” said Opflex IT Director, Kevin Cox.