

**CUSTOMER**

Trinity Manufacturing

INDUSTRY

Chemical Manufacturing

LOCATION

Hamlet, North Carolina

Number of Locations

One

Number of Employees

50

SYSTEM

Sage MAS 500 ERP

O2 Process Manufacturing

Sage SalesLogix

Sage Abra HRMS

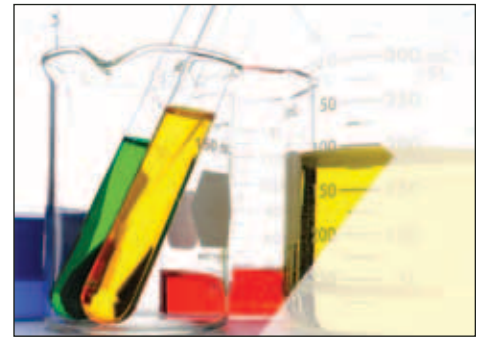
Formulating an Effective Solution for Trinity Manufacturing

For nearly 20 years, Trinity Manufacturing has produced agricultural and industrial chemicals used around the world. The company prides itself on the high-quality products it produces, and on its ethical business practices that extend to customers, vendors, stockholders, and employees alike. Continually investing in its operations, Trinity Manufacturing recently implemented Sage MAS 500 ERP and O2 Process Manufacturing as its end-to-end business management solution.

“The business relied on Sage MAS 200 ERP for many years,” recalls John Williams, controller at Trinity Manufacturing. “It’s a solid product, but did not support our unique manufacturing requirements, so we ended up keeping a lot of information outside the software in spreadsheets, databases, electronic documents, even on paper.”

Formulating A Solution

The company analyzed its business practices and realized it needed a more powerful solution — one capable of handling all aspects of the growing business, including its unique process manufacturing and its complex



multicurrency requirements.

Williams had recently assisted another company in analyzing and selecting a new ERP solution. That company ultimately determined that Sage MAS 500 was the single best solution. The straightforward migration path from Sage MAS 200 and the availability of O2 Process Manufacturing, a powerful, integrated solution for Sage MAS 500 made the decision an easy one. A local Sage Software Business Partner performed the conversion and assisted with the implementation O2 Process Manufacturing. “They showed us how Sage MAS 500 and the integrated O2 Process Manufacturing product would meet our needs and support huge potential growth.”

CHALLENGE

Growth and increased demands including multicurrency and complex process manufacturing strained the company’s existing software.

SOLUTION

An end-to-end business management solution consisting of Sage MAS 500, O2 Process Manufacturing, Sage SalesLogix and Sage Abra HRMS

RESULTS

Advanced process manufacturing capabilities save manual entry and increase efficiency. Multicurrency support saves time and increases accuracy. Integrated HR and CRM streamline operations.

“We’ve standardized on Sage Software solutions and products that tightly integrate with it like O2 Process Manufacturing—and that’s been a very good decision for us.”



**Sage Software
Development Partner
ENDORSED**

Smart Inventory Control

A significant challenge facing most manufacturers is maintaining a sufficient supply of the right products. “O2 Process Manufacturing is helping us achieve this,” says Williams. “We know, at any time, what we have in finished goods, what remains as raw materials, what’s been ordered, and what products we need to fulfill sales orders.”

By maintaining accurate lead times for each of its products within the software, Trinity Manufacturing is able to bring in materials just as they are needed, rather than storing them for long periods of time in advance of their need. This reduces its inventory carrying costs and ensures a reliable supply of fresh raw materials.

The company packages many of its chemicals in reusable cylinders. Government regulations require the company to track those cylinders, from initial manufacture through their entire life cycle. “We weren’t able to do this in the software before,” says Williams, “it was a labor intensive manual process.”

Sage MAS 500 and O2 Process Manufacturing are delivering new insight into the overall profitability of Trinity Manufacturing’s products. “We use many types of packaging for our products, and for the first time we can look at our products and their packaging as a unit, determining which combinations are the most profitable for us.”

Trinity Manufacturing ships its products around the globe, which adds a layer of complexity to the distribution process. International shipping documents, commercial invoicing, and multicurrency accounting were previously handled outside of the company’s accounting

software, and required an enormous investment of time to produce and reconcile. Using Sage MAS 500’s built-in international capabilities, Trinity Manufacturing saves time and increases accuracy.

The capabilities in O2 Process Manufacturing are impressive, says Williams. “We plan to configure the software to accept electronic input from the meters on our production equipment. That will give us real-time inventory usages, and without any user intervention.”

Integrated HR And CRM Solutions

When Trinity Manufacturing went looking for a human resource management solution, it quickly identified Sage Abra HRMS as the best solution. “We found out that Sage Abra HRMS is the Cadillac of HR,” says Williams. “I was not surprised to learn it was a Sage Software product.”

Similarly, during its evaluation of customer relationship management (CRM) solutions, Sage SalesLogix quickly rose to the top and made the selection. Trinity Manufacturing’s local Sage Software Business Partner sells and supports both Sage Abra HRMS and Sage SalesLogix, greatly facilitating the entire implementation.

End-To-End Solution

Williams appreciates the true end-to-end solution the company now enjoys. “There’s a continuity of service throughout,” he says. “We’ve standardized on Sage Software solutions and products that tightly integrate with it like O2 Process Manufacturing—and that’s been a very good decision for us.”



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