

Florida Company Sees Explosive Returns With Epicor ERP



Company Facts

Overview

- ▶ Location—Jupiter, Florida
- ▶ Industry—Explosion protection solutions
- ▶ Number of Employees—26
- ▶ Website—www.cvtechnology.com



Success Highlights

Challenges

- ▶ Tracking the status of components and assembly of products through the manufacturing cycle
- ▶ Reducing production delays
- ▶ Improving assembly times

Solution

- ▶ Epicor ERP®

Benefits

- ▶ Doubled revenues since the system's launch
- ▶ Increased marketplace competitiveness and overall profitability
- ▶ Reduced manufacturing costs and related labor and overhead
- ▶ Simplified the generation of everything from packing slips to invoices
- ▶ Improved job completion prediction and scheduling

CV Technology manufactures solutions used to reduce the explosion and fire hazards associated with the handling of process powders and dry bulk materials. Launched in 1994, the company is now a worldwide market leader and vendor of choice for numerous Fortune 500 companies.

In recent years, CV Technology sales have doubled, necessitating the move to a new 28,000 sq. ft. facility in Jupiter, Florida. This move was needed to fulfill the monthly engineering and manufacture of hundreds of explosion mitigation devices—ranging from vents and isolation valves, to flameless vents and chemical suppression equipment.

“CV Technology provides peace of mind to organizations involved primarily in the production of wood, chemical, and food items and related products,” said Mariano Morales, chief financial officer, CV Technology. “Designed in accordance with the latest codes and standards, our flameless venting devices minimize the risk to environments susceptible to organic dust explosions and fires. These services also involve the testing necessary for determining potential problems and their mitigation. Very few competitors can match our depth of services or sophisticated product focus.”

Specific requirements for complex needs

Over the years, CV Technology has refined this approach through the ongoing introduction and development of devices produced for this very specific marketplace. In addition to its current product array, the company also regularly works with clients to tailor their equipment to the needs of very complicated environments governed by strict compliance and safety regulations.

In 2008, these efforts were advanced through the implementation of the Epicor® enterprise resource planning (ERP) solution, which tracks the status of components and assembly of products through the production cycle. This includes the ability to more accurately deal with the lead times of multiple vendors—which could range from anywhere

from two days to six weeks—as well as better predict and schedule the completion of jobs. As a result, the company dramatically reduced production delays and improved assembly times by 25 percent.

“Epicor is the nerve center of our organization,” Morales revealed. “It has enabled us to integrate the activities of the entire company into one centralized system. Our products are significantly complex—requiring parts from 50 to 60 separate vendors. In addition, to accurately track inventory so we never fall behind at crucial times, Epicor helps us break down the costs to manufacture each product and the related labor and overhead.”

According to Morales, CV Technology’s revenue doubled since it began working with Epicor. Immediately after

implementing the solution, the company benefited from the ability to prepare comparative cost analyses across its entire product line, better gauge labor times, and then either raise or lower the prices of its devices. This increased its competitiveness in the marketplace and its overall profitability.

Advanced reporting and tracking procedures

Most recently, CV Technology upgraded its existing system to the latest version of Epicor ERP. Developed to address real-world scenarios in a global economy with even greater performance and simplicity, the system is recognized globally for seamlessly mining information, summarizing data quickly, and centralizing operational functions. Epicor ERP has also become invaluable to companies looking for a real-time, accurate view of the entire process—extending from the order and inventory of raw materials through production.

The company’s internal reporting system also received a boost with the ERP upgrade in May 2017. Rather than duplicating efforts as was done previously, sales personnel can now upload their quotes into Epicor, which then automatically formats proposals for submission to customers. In other areas, Epicor has simplified the generation of everything from packing slips and client vouchers to invoices. It’s even provided another layer of accuracy to the tracking of inventory by tracing the companywide use of parts.

“We now have access to features we didn’t even know existed,” said Rivera. “This includes the automatic generation of email alerts—notifying the right people at the right time—about key tasks and issues as well as the centralized logging of notes and references posted to client case files for instantaneous review companywide.”

About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software designed to fit the precise needs of our manufacturing, distribution, retail, and service industry customers. More than 45 years of experience with our customers’ unique business processes and operational requirements are built into every solution the cloud or on premises. With this deep understanding of your industry, Epicor solutions dramatically improve performance and profitability while easing complexity so you can focus on growth. For more information, [connect with Epicor](#) or visit www.epicor.com.

EPICOR

Contact us today  info@epicor.com  www.epicor.com

The contents of this document are for informational purposes only and are subject to change without notice. Epicor Software Corporation makes no guarantee, representations, or warranties with regard to the enclosed information and specifically disclaims, to the full extent of the law, any applicable implied warranties, such as fitness for a particular purpose, merchantability, satisfactory quality, or reasonable skill and care. This document and its contents, including the viewpoints, dates, and functional content expressed herein are believed to be accurate as of its date of publication, February 2018. The results represented in this testimonial may be unique to the particular user as each user’s experience will vary. The usage of any Epicor software shall be pursuant to the applicable end user license agreement, and the performance of any consulting services by Epicor personnel shall be pursuant to applicable standard services terms and conditions. Usage of the solution(s) described in this document with other Epicor software or third-party products may require the purchase of licenses for such other products. Epicor and the Epicor logo are registered trademarks or trademarks of Epicor Software Corporation in the United States, certain other countries and/or the EU. All other trademarks mentioned are the property of their respective owners. Copyright © 2018 Epicor Software Corporation. All rights reserved.