

# BloApCo Steps Forward With ERP Cloud Migration and Update



## Industry

Industrial Manufacturing

## Challenges

- » Multiple siloed systems for different uses
- » Time-consuming manual processes
- » Lack of visibility into key data

## Benefits

- » An organization-wide “single source of truth”
- » Processes streamlined with technology
- » Better reporting capabilities and data access

Blower Application Company (“BloApCo”) is known for its durable, high-quality blowers, shredders, and trim cutters, which are relied upon by many Fortune 100 manufacturing companies—along with numerous other businesses around the world—for waste management applications. The organization was founded in 1933, and with its strong track record and upward trajectory, it’s safe to say BloApCo is on the rise.

But to ensure success in the next exciting chapter in the business’s history, company leadership decided they needed to invest in an enterprise technology upgrade, migrating Aptean Industrial Manufacturing ERP *WorkWise Edition* to the cloud and updating the software to its latest version for all the newest features.

“We’re a financially strong company with an outstanding reputation, a great product for the marketplace and a good market share, and we’re using that as a platform to continue growing” said Frank Tejera, CEO at BloApCo. “Hence the importance of using the most efficient and effective ERP in the market.”

With growth among its most important goals, the business required unified data and a reliable system of record. Meanwhile, the on-premises deployment of an older version of the ERP was underutilized and not fully implemented, with other solutions being applied to execute processes that Aptean Industrial Manufacturing ERP *WorkWise Edition* could accommodate if the software was upgraded.





“We’re combining a number of our systems and consolidating them into WorkWise,” said Randy Kirby, vice president of supply chain at BloApCo. “The new version is allowing us to consolidate external systems that we’ve relied on in the past, so we’re able to convert those over for greater efficiency.”

## Identifying the Pain Points

When asked what the business expects to gain from its ERP cloud migration and version update, Tejera didn’t hesitate in answering and needed only one word.

“Efficiency,” he said. “That’s the main driver that initiated our internal discussions.”

BloApCo’s existing technology had been pieced together over the years, and each solution operated separately, with no integration between them. Many processes were run in a time-consuming manual fashion, and the organization didn’t have the agility it needed to react to changes and disruptions.

“We also wanted more reporting capabilities—we’ll get better, easier reports out of the new version, accessible wherever we like,” said Kirby. “We won’t have to log in through VPNs—we can go to the cloud and get our reports on the go.”

Another issue that needed to be addressed was bandwidth and infrastructure. Updating to the new version while keeping the system implemented on-premises would have required investing in a new server plus unnecessary additional IT resources and labor.

“Considering it was an aging system, we had to ask ourselves, ‘Do we want to maintain an old system, or do we make the obvious jump to 10.5 and the cloud?’” said Kirby. “Of course, we made the jump.”

With multiple systems in place, data redundancies and discrepancies could arise, and no single platform tied all departments and functions together.

“We were looking for a single source of truth,” Tejera said. “We run other systems in parallel to WorkWise, but they don’t talk to each other. They’re three standalone pieces. We needed to link them with each other.”

Kirby concurred, and he also pointed out that the old technology stack was hampering key decision-makers’ visibility into critical facts and figures, which made it difficult to make the most use of the data they have.

“We’re dripping in data,” he said. “It’s just being able to find and see that data quickly that we need.”

## Solving With Technology

BloApCo originally implemented Aptean Industrial Manufacturing ERP *WorkWise Edition* more than 15 years ago, but many of its modules were unused, and the software was a version behind the latest. The cloud migration and upgrade allow the business to get more out of the system’s shop floor, inventory and accounting features while also adding estimating and visual scheduling capabilities.



“Going to the cloud, we essentially have access to all of the modules and can test and implement them on our own timeline. It just incentivizes us even more to really grow with the apps and try to utilize as many as we possibly can.”

**Randy Kirby**, Vice President of Supply Chain

Just as importantly, the migration and upgrade will include the integration of customer relationship management (CRM) functionality, which enables the company to run sales and customer service through its ERP.

“We are turning BloApCo into a sales-driven, customer-oriented organization,” said Tejera. “We needed CRM tools that could measure opportunities more effectively, as well as quotations and estimations modules that can feed data into WorkWise and communicate with the integrated CRM.”

Also made possible by the project is integration with BloApCo’s payroll provider, Paylocity, which saves the folks in human resources considerable time and effort. And the cloud deployment provides accessibility from anywhere, stronger cybersecurity and enhanced business continuity.

“If you really analyze our operations, you realize there’s no magic lever that you can switch to significantly boost our sales,” Tejera said. “It’s more about making many small changes that drive efficiency and spark transformation. That’s why it’s so complicated to drive continuous improvement across the entire company—without the tools that ERP and CRM give us, execution is virtually impossible.”

## Partnering for Success

With this migration and upgrade, BloApCo and Aptean are renewing their commitment to mutual success and unlocking new possibilities.

“WorkWise is a goal-enabler—that’s how we see WorkWise,” said Tejera. “We don’t believe we can grow without effective tools. There are some cost improvements and productivity improvements. They all contribute to growth. Our growth expectations without an efficient ERP are just aspiration, not realistic. That’s how important it is.”

The project went smoothly, with Aptean sales, services and support professionals answering questions and maintaining open communication all along the way. When the team at BloApCo wanted to know more about a particular module, all they needed to do was ask, and they were connected to an Aptean expert on the subject.

“The process has been fantastic,” Kirby said. “The team did really well coordinating everybody together, gave us frequent updates and helped us overcome our hesitations. They’re very, very knowledgeable about the product, which is always nice. Really, it just kept getting better and better as we went on.”

As far as key performance indicators (KPIs) that BloApCo’s leaders expect to see improve, there are many, but greater efficiency is chief among them. The latest version of Aptean Industrial Manufacturing ERP *WorkWise Edition* is a considerable step forward and can do much more than its predecessor.

“We’re going to have some very real time savings, instantly,” said Kirby. “There’s potential for a lot more improvement, too. We’re essentially adding a lot of modules now, because they’re included with the cloud system at a very reasonable cost.”

The future is bright for BloApCo—made even more so now with this digital transformation. By trusting Aptean as its technology provider, the business is future-proof and poised for growth.

“We have expectations, and we’re excited,” said Tejera. “It seems our expectations will be exceeded considering what we’ve seen in these initial stages.”

Visit [\*Blower Application Company’s website\*](#) for more information.



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