Packaging Equipment Manufacturer Empowers Its Staff with Dynamics NAV

Triangle Package Machinery Company

Triangle Package Machinery Company is a packaging equipment manufacturer. The company offers a diverse product line that includes vertical form fill sealers, combination weighers / scales, depositors, and bag in box packaging systems.

The company was looking for a way to increase productivity by discovering and correcting inefficiencies and empower employees to work within the NAV system.

Results
- Improved production
- Employees no longer working outside of the system
- Improved order processing
- Increased profit

Industry
Food Products-Machinery (Manufacturers)

Country or Region
United States

Number of Employees
200 employees

Number of Users
75 NAV users

Connect with Triangle Package Machinery Company

"Here's another testament to NAV. We have employees that have been working with a green screen for 20 years and now we introduce them to NAV and they picked it up. We did not have to shut down our operations when making the change like we did in the past."

Jim Gio, Manager, Information Technology

With a diverse product line, that includes vertical form fill sealers, combination weighers / scales, depositors, and bag in box packaging systems, Triangle is truly your single-source for packaging equipment. As one of the first companies in the world to manufacture vertical form fill seal bag machines, Triangle helped set an unparalleled standard of excellence in the industry. Their X-Series is a line of technically advanced, operator-friendly bagging machines, available with Ultrasonic welding or traditional heat sealing.

The decision was made to proceed with the implementation of Infor as Triangle's ERP software, however the Manager of Information Technology, Jim Gio, had not yet stepped into his new position and it was agreed upon that his input was important. Jim having had previous experience with ERP implementations quickly realized that a business solution from Microsoft might be the best fit. Be that as it may, because Infor had already been a favorite among key decision makers more internal discussions pursued. "This is a Microsoft product; there is support for it everywhere. Infor is not that well known and it's very industry specific but it's not Microsoft and won't integrate with Office like NAV does," said Jim Gio, Information Technology Manager at Triangle Package Machinery. Shortly after deliberating it was decided to see what Microsoft Dynamics NAV is all about.

Understanding the importance of a good relationship with a Microsoft Partner, more than one were invited to discuss the challenges and expectations of an ERP software. Triangle employees were encouraged to submit scenarios and time after time Dynamics NAV showed how these scenarios could be accomplished, as well as how Dynamics NAV goes above and beyond. "Our employees basically sold NAV themselves by

Microsoft Dynamics

trying to prove its wrong for the company." Said Jim Gio, Manager of Information Technology at Triangle Package Machinery Company.

A final decision was made to go with Solution Systems, Inc. "Solution Systems was not just a consulting group, but an extension of my department and part of the Triangle family," said Jim Gio, Manager of Information Technology at Triangle Package Machinery Company. "Solution Systems showed us the right product not the most expensive product and we didn't feel like just another number."

Challenge

The company faced the challenge of having an outdated 20-year-old green-screen system that forced employees to work with disconnected systems, which made it difficult to accurately report order processing and virtually impossible for employees to have good insight into order's process and performance. "Production wasn't a major problem but it could be better. We wanted employees to work within the system instead of outside the system with excel spreadsheets and word documents," said Jim Gio, Manager of Information Technology at Triangle Package Machinery Company. "The old system wasn't intelligent enough to tell employees when something was wrong. Dynamics NAV is intelligent enough to tell employees it's wrong."

The need for integration was most clearly visible in the process of identifying hot orders and processing backlogged orders. Triangle Package Machinery Company realized during the process of validating their old software by comparing it to Dynamics NAV, that Dynamics NAV was a better fit right out of the box. "One of the biggest things where we thought we were so great is actually what was handicapping our business, and that's production," said Jim Gio, Manager of Information Technology at Triangle Package Machinery Company.

Clear Goals of Implementation

Triangle Package Machinery Company set out clear goals for implementing an ERP solution. Phase 1 of implementation was to replace the current ERP system with a modern ERP system that can perform the proper way. The new system was to be like for like with the old system. If an employee could do it today, he or she should be able to do it tomorrow. "My favorite part of NAV is the ease of implementation. It comes out of the box so well done, and it's very intuitive," said Jim Gio, Manager of Information Technology at Triangle Package Machinery Company. "We were users who were using a green screen and we were put in front of NAV and it was intuitive enough for us to know where to go with just a little bit of guidance."

Phase 2 of the implementation is to learn more about themselves and any inefficiencies that NAV unmasks. There are plans to add a warehouse management system, utilize Experlogix, and integrate Jet Reports and Power BI with NAV.

> *"If NAV can't do it we really need to ask ourselves a really big question, should we be doing it?"*
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> Jim Gio, Manager, Information Technology, Triangle Package Machinery Company

Microsoft

Benefits

The first tangible results were delivered within 3 months of the project start and Microsoft Dynamics NAV substantially improved the productivity and profitability of Triangle Package Machinery Company. "NAV showed us we were doing great but it showed us we were not making the profits that we should," said Jim Gio, Manager of Information Technology at Triangle Package Machinery Company. "NAV also helped users to question why am I doing this and can I be doing it better?" Employees, whom had written out scripts of their needs and expectations and were using offline tools such as Excel Spreadsheets, are now working within NAV and using its integrated tools.

"Now we're looking at NAV and starting to say that we can probably increase revenue by 30-40% and increase our profitability too. So we're not only going to increase sales because we are going to be able to make smarter sales decisions but we are going to be able to cut the bottom line. We are really going to be able to increase our profitability," said Jim Gio, Manager of Information Technology at Triangle Package Machinery Company. "NAV is the people's system."

Next Steps

- Solution Systems, Inc.
- Connect with Microsoft Dynamics
- Become a Dynamic Business
- Learn about other solutions that Solution Systems provides
- Learn about Triangle Package Machinery Company

For more information about Microsoft Dynamics, go to:
www.solsyst.com/microsoft-dynamics-nav

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