



Solution Dynamics, Inc Case Reference

Delkor Systems Fuels Rapid Growth with Automated Manufacturing ERP System

“In 2003 Delkor Systems realized that their manufacturing and accounting systems were not efficient or reliable. After evaluating several products they selected Microsoft Dynamics NAV from Solution Dynamics.”

Terry Cook, CFO

Customer: Delkor Systems, Inc.

Web Site: www.delkorsystems.com

Customer Size: Nationally recognized packaging innovator with two plants in Minnesota

Location: Circle Pines, Minnesota



Customer Profile:

Packaging Innovation at Work

Delkor Systems, Inc. designs and manufactures end-of-line automated packaging systems that provide innovative solutions for carton forming and carton closing, secondary packaging, top load case packing, tray packaging, and robotic palletizing.

Software and Services:

- Strong inventory management and distribution capabilities plus cost effective, flexible manufacturing functionality
- System driven by transaction and date allowing tracking for promotions, sales activities and smoother month end processes
- Flexible reporting tools and familiar user interface to speed training and user adoption
- Local experienced NAV business partner who specializes in distribution and manufacturing, has full implementation services to insure a successful implementation and provide ongoing outstanding customer service

For More Information Call:
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The Challenge

Delkor Systems has a multi-faceted business that was taking off. Their core business is designing and building automated packaging systems, but they also distribute the packaging supplies for these systems. In addition they install and service the packaging systems. Delkor needed a fully featured, integrated software solution that met their broad requirements.

Delkor was using Peachtree for accounting and a non-integrated PC based manufacturing software. These systems were cumbersome and they had data integrity issues. These systems were not providing management with the information needed to properly run the business.

Meanwhile business was growing rapidly averaging a 30% annual growth rate. Delkor had to figure out a way to reduce their manufacturing lead times that could stretch to five or six months. They needed to make better use of their limited manufacturing space. Delkor needed an integrated system to better manage raw materials to shorten manufacturing lead times yet control inventory costs. They also needed a system to help them manage their supply distribution business more efficiently with less administrative work.

Delkor Systems was changing rapidly, so the solution would need to be flexible and be able to change with them. And they wanted it up and running in 90 days!

The Solution

After evaluating several products, Delkor selected Microsoft Dynamics NAV and Solution Dynamics as their implementation partner. Delkor realized that the product features are important, but they knew they needed an experienced, local services team that understood manufacturing and distribution. They looked to Solution Dynamics to guide them through the implementation process cost effectively while providing valuable consulting on the best approach to solving Delkor's business challenges.



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About Solution Dynamics, Inc:

Solution Dynamics - Your Supply Chain Experts

Solution Dynamics is a Microsoft Certified Business Solutions Partner in our 31st year providing application business solutions to mid-sized companies. Our focus is on solutions in a dynamically changing business environment.

Solution Dynamics provides world-class business software solution and professional services to create dramatic value and success for our customers.

Whether your company manufactures, distributes, or sells products directly to customers, it is critical to incorporate all supply chain business drivers into your decision making.

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The Benefits

After an accelerated implementation plan Delkor went live on NAV in July 2003 and began to get the benefits of an integrated solution. Delkor reports that the Microsoft Dynamics NAV & Solution Dynamics solution is giving them the following advantages:

- *Ability to shorten their manufacturing cycle time by 20% or more
- *The fully integrated manufacturing capability improves overall efficiency, improves customer service and better utilizes key assets like inventory and production resources
- *Their distribution supply business can now be operated much more efficiently with a small staff
- *Microsoft Dynamics NAV is easy to use and flexibly addresses our business as it changes

Today Delkor Systems is a nationally recognized leader in the packaging industry. They have received several industry awards including the Deloitte and Touche Fastest 50 Growth companies. The U.S. Secretary of Commerce visited their operation to recognize their innovative leadership.

Delkor has tripled their revenue since the implementation of NAV. They acknowledge the importance of a flexible, integrated manufacturing solution has meant for their business success.

Delkor's business continues to evolve. There are always more ways to create operational efficiencies and enhance customer service. And when changes are needed, Delkor relies on Solution Dynamics as a trusted business advisor to guide them in the best approach to solve the new challenges.

“Solution Dynamics understands business. We consider Solution Dynamics to be an important business partner.”

*Terry Cook, CFO
Delkor Systems, Inc.*