

NexTec Group Brings Flow of Success to EMC Controls



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Corinne Rollez
EMC Controls

The ball valve is used in every conceivable form of manufacturing, from breweries to pharmaceutical factories, from paint manufacturers to cosmetics firms, and from chemical factories to food processing plants. EMC Controls designs and imports high quality ball valves from the manufacturer in France, and distributes them to these types of manufacturers throughout the United States and Canada.

Just Starting Out

No stranger to the ball valve industry, Corinne Rollez formed EMC Controls in 2001, after working more than 15 years with a similar company. It was while she was with the other company that she discovered the consultants at NexTec Group.

NexTec Group provides accounting and operational software solutions, consulting, and implementation for middle-market and mid-enterprise companies. "I had such a high opinion of them that I never considered calling anyone else to help implement a solution for my own company," Rollez recalls.

The Right Solution

Mrs. Rollez and her executive team met with NexTec Group and discussed possible solutions. With NexTec Group's consultants they worked to identify the current needs and to accommodate the growth expected in the future for EMC Controls. While the cost of a business management system was certainly a consideration, Rollez chiefly wanted a solution that would meet her need for tight inventory control with up-

to-the-minute stock status information. The fact that NexTec Group represents several business management solutions put Mrs. Rollez at ease, "I knew they weren't just trying to sell me the only product they have; they were concerned with providing us with a solution that fit our company."

NexTec Group's consultants impressed her with their comprehensive knowledge of her industry, and distribution companies in general. NexTec Group established a demonstration company so EMC Controls could enter transactions and see firsthand how the solution would work for them. Mrs. Rollez was soon convinced that NexTec Group had found the best possible solution for her company.

Training To Win

NexTec Group was instrumental in mapping the fledgling company's processes to the business management solution. "We knew what we needed," explains Mrs. Rollez, "and NexTec Group made it happen." NexTec Group provided comprehensive on-site training, breaking the training down by process, so the staff could become immediately productive in their tasks.

"I'm not a computer nut," Rollez explains, "Yet this system, despite all its power, is simple and intuitive for me to use." As necessitated by her lean staff, Corinne Rollez performs payables, receivables, and payroll herself. Thanks to the expert training they received from NexTec, she feels confident in her team's abilities, as well as her own.



NexTec provided EMC Controls with precise inventory control and reporting capabilities.

Inventory Control

EMC Controls maintains a very complex inventory. Most of its valves arrive from France as components and are assembled to order, to meet a customer's specific needs. Mrs. Rollez explains, "The single most important feature for us is the ability to instantly determine what we have on hand, both in the form of components and assembled valves. Without an accurate inventory count to rely on, we might lose customers to our competitors." NexTec Group's solution does this and more. "It's a great tool to work with."

"The key to our success is having the part a customer needs, in stock." NexTec Group's solution empowers EMC Controls with the tools to do just that. Reports and inquiry screens show Corinne Rollez and her team precisely what's in stock, both at the kit level, and at the raw component level. She maintains minimum and maximum stock levels for each item, and she runs reports to compare to those levels to the on-hand quantity to make her ordering recommendations.

EMC Controls employs outside sales representatives who promote its valves throughout North America. To make their sales these representatives rely on the accurate inventory numbers Rollez is able to give them. She appreciates the variety of reports she's able to obtain from the system, including the **Stock Status Report, Transaction History Report, Purchase Order Status Report, and Open Sales Order Report**. Any of the reports can be run to screen for a quick look at the



EMC Controls can't afford any downtime so they subscribe to NexTec's annual support plan.

data without printing—a big time-saver. "I wouldn't trade this system for the world," says Rollez, "We rely on it every day to run this business."

Purchasing And Sales

Purchase orders sent a French supplier of to EMC Controls must be presented in Euros. The system handles the currency exchange with ease, ensuring accuracy and flexibility as currency rates fluctuate.

As a customer order is taken, the appropriate base kit is chosen for the valve being ordered, and then the kit is customized with the options the customer requests. Once the order is complete, a picking ticket is printed which provides direction to staff for completing the valve assembly and readying the order for shipment and subsequent invoicing. There is no rekeying; it's a completely integrated system, from vendor purchase order to customer invoice.

Successful Flow

EMC Controls takes advantage of NexTec Group's annual support plan. Her small yet bustling company simply cannot afford any down time. Mrs. Rollez explains, "It's well worth it, the technical support we receive from NexTec is absolutely fabulous—I call them my gurus."

EMC Controls has reaped the benefits of working with a trusted business partner, one who is committed to a long-term collaborative relationship and who continues to work for the company's success. "I cannot speak highly enough of NexTec Group," says Rollez. "I've now known them for years, and they continue to impress me with their work ethic, their professionalism, and their expertise."



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