

NexTec Group Delivers Results For Diamond Polymers



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Scott Arnopolin
Senior Manager

Plastics, or more precisely, engineered polymer resins, are in use in every conceivable subset of the manufacturing industry. Used to construct tractors, tool casings, sports helmets, toys, vacuum cleaners, cosmetic cases, and flower pots—polymers are tough, flexible, and in high demand. Diamond Polymers is one of the country’s premier suppliers of engineered polymer resins, producing the custom-tinted polymer pellets that manufacturers then use to fabricate their products. Providing Diamond Polymers with a complete end-to-end ERP and process manufacturing solution are the talented consultants of NexTec Group.

“We chose Microsoft Dynamics SL and Vicinity Manufacturing as the best end-to-end formula manufacturing and accounting solution for this business and NexTec as our business partner,” explains Scott Arnopolin, senior manager of supply chain operations at Diamond Polymers.

Lack Of Integration Strains Operations

Until two years ago, Diamond Polymers was using the Dynamics SL financial modules, and BatchMaster as its inventory control and manufacturing software. “It was a bad situation,” recalls Arnopolin, “we spent a lot of money and time trying to make the two work together.”

The lack of integration between the two packages created an enormous data entry challenge, Arnopolin explains. “We’d enter much of the same information into both systems, and still weren’t able to get what we needed, so we’d enter it for a

third time into Excel spreadsheets. We struggled constantly with inaccurate inventory numbers.”

With a goal to find an integrated solution capable of streamlining the company’s accounting, distribution, and manufacturing procedures, Diamond Polymers turned to NexTec Group, a Microsoft Gold Certified Business Partner.

An End To End Solution

NexTec Group expertly implemented the distribution modules of Microsoft Dynamics SL, which immediately eliminated much of the duplicate data entry, and next introduced the company to Vicinity Manufacturing, a process manufacturing solution that integrates with Dynamics SL.



NexTec brought an integrated accounting and manufacturing solution to Diamond Polymers.

The integrated solution provides Diamond

Polymers with a true end-to-end solution handling all aspects of its operations.

The integration between Dynamics SL and Vicinity means that duplication of data entry and reliance on spreadsheets are things of the past. Inventory accuracy is high, and batch entry, which used to require one full time position, is now completed in just minutes a day.

Sales orders and batch tickets are easily generated in the software. Vicinity automatically updates finished goods manufactured and the raw materials used to produce them. Batches are posted to Dynamics SL automatically, ensuring both systems are in perfect synchronization, from purchasing through final invoicing.

Pinpoint Production Costs

“We work from a formula; a percentage of this ingredient and a percentage of that ingredient,” Arnopolin explains. “The formula may vary slightly each time depending upon various conditions. We need a reliable way to record precisely what we’ve used, and now we have that.”

Previously, the company had no way to reasonably calculate production costs and gross profit by product and by batch. Margins were based on standard costs and quantities, not the actual values. Vicinity calculates materials, labor, packaging and overhead production costs at the batch level—so management now has access to actual costs to determine profitability and review variances.

While raw material costs fluctuate frequently, Diamond Polymers is now able to pinpoint its production costs. “We finally have accurate costing data based on actual quantities and materials used, so we know we can rely on it,” says Arnopolin. “We use this information to make decisions about pricing of our product. As a result, our cash flow has improved.”

Lot Tracking Boosts Quality

Reproducing custom colors is a vital part of Diamond Polymers manufacturing process. Lot numbers are used to track raw material and the completed batches. Lot control flows through both software systems and helps to ensure continuing high quality. “We’re able to track lot numbers from final product back to the individual supplier and the date we received the material,” explains Arnopolin.

Material Management Solution

The company had no system for material requirements

planning (MRP) before. A full-featured MRP module is part of the Vicinity Manufacturing solution. Customer orders, purchase orders, required dates, on-hand quantities, and product lead times are all used by the software to generate recommended purchase orders and production entries to meet the company’s demands. “It’s given us true just-in-time order capabilities,” says Arnopolin. “We’re seeing more inventory turns each year, better cash flow, and tighter inventory control as a result.”

In addition, Arnopolin says warehouse management has improved. “We stock less, turnover more, and as a result we’ve got a better handle on our stock. Our losses today are minimal.”

Tailor To Meet The Need

Both Vicinity and Dynamics SL are easily customized and configured to meet the company’s specific business requirements.

The MSDS form and batch tickets were customized to give them a familiar look which minimized the learning curve.

NexTec customized screens and reports throughout Dynamics SL to provide Diamond Polymers’ staff with the information unique to their tasks.

Business Partnership

“I have a lot of respect for NexTec,” Arnopolin says. “We’ve received great support and superb training. They understand how the software works and how to put it into practice. They are a creative team that has become a partner in our business.”



A rich feature set and inherent customization capabilities allow the solution to work the way Diamond Polymers works.



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