

NexTec Group and Sage MAS 500 Provide a Flexible Solution for Lehigh Technologies



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**Tony Cialone, Sr.
Chief Information
Officer**

Using a proprietary, environmentally friendly, emission-free manufacturing process, Lehigh Technologies, Inc. turns used rubber tires into an ultra-fine scrap tire rubber powder. Manufacturers use the powder in the production of tires, paints, sealants, computer mouse pads, sports tracks, and other products. Just four years old, Lehigh Technologies is investing heavily in its infrastructure, ramping up to meet increasing demand. To meet its business needs today and into the future, Lehigh Technologies relies on the powerful, flexible, and scalable Sage MAS 500 ERP solution and the expert advice of its business partner, NexTec Group.

“We wanted software capable of handling the growth we’re anticipating,” explains Tony Cialone, Sr., chief information officer at Lehigh Technologies. “We looked at other solutions, but frankly, NexTec is one of the main reasons we selected Sage MAS 500. We wanted a partner who would be willing to work hand-in-hand with us—a firm with the knowledge and experience to implement a true end-to-end solution for us.”

Reliable Business Intelligence

“Accurate reliable data is perhaps more important to us now than at any other time,” explains Cialone. “Since we’re a relatively new company, we need to understand which products are the most profitable for us and build our business around those.” Sage MAS 500 provides the details Lehigh Technology uses to fine tune its business model. “We’re able to determine precisely how much product we’re producing during a shift, and what our cost per pound of finished product is,” Cialone continues.

With the detailed production and sales history maintained in Sage MAS 500, Lehigh Technologies is able to analyze the profitability of each of its four distinct product lines. “We’re able to see what manufacturing costs are for each product line and its ultimate profit margins,” says Cialone. “This information helps us determine what products we should focus on.”

Flexible reporting tools, business intelligence

dashboards, and detailed inquiry screens provide Cialone and the rest of Lehigh Technologies’ management team with current data concerning open orders, receivables, purchasing, stock on hand, and more. “Sage MAS 500 is a strong financial tool. We’re still discovering all the ways we can use the informa-

tion we now have access to,” Cialone says.

Pinpoint Manufacturing Costs

As part of the manufacturing process, usable scrap material is produced. Lehigh Technologies is able to reclassify the scrap and receive it back into inventory as a separate product. “It’s vital that we be able to account for that material,” says Cialone, “and it’s a straightforward procedure to do so in Sage MAS 500.”

Labor is a large cost component for any manufacturer, including Lehigh Technologies. The Sage MAS 500 manufacturing modules allow the company to track actual labor times for accurate job costing and labor/production efficiencies.



NexTec Group is providing a true end-to-end solution—meeting the challenging requirements of Lehigh Technologies.

Plan For Growth

As each production run is completed, the action is recorded within the Sage MAS 500 manufacturing modules. "We simply record how much of each raw component we used, and the volume of finished product that results," explains Cialone. This after-the-fact production entry works well for Lehigh Technologies. As the company grows and volume increases, Cialone says they may look to enhance the manufacturing functionality of Sage MAS 500 with an add-on solution specifically tailored to the company's process manufacturing model. "We are really working from formulas, where we mix and adjust the components to produce our different products. It's great to have the option to incorporate those capabilities in the future as we need them," Cialone says.

Lehigh Technologies is currently working with NexTec Group to implement the Sage MAS 500 eCustomer module. eCustomer will allow the company to conduct business over its Web site. Customers will have the ability to place orders online, view the status of those orders, and review open invoices.

Benefit From An End-To-End Solution

The company has a team of traveling sales representatives working across the country and abroad. To enable this team to track opportunities, manage relationships, and schedule their time, NexTec Group is currently implementing Sage SalesLogix, a powerful customer relationship management (CRM) solution. "Sage SalesLogix



Sage MAS 500 is a powerful, scalable business management solution, capable of sustaining Lehigh Technologies' growth.

interfaces with Sage MAS 500 so our representatives have access to order information, credit terms, and pricing," Cialone notes.

NexTec Group introduced Lehigh Technologies to other solutions in the Sage Software family, including Sage Abra HRMS to effectively manage human resource and payroll tasks, and Sage FAS Fixed Assets to track and account for the company's corporate assets. Both Sage Abra HRMS and Sage FAS are integrated with Sage MAS 500 to eliminate duplicate data entry tasks and provide a single location from which management can monitor the financial health of all aspects of the organization.

"NexTec is a great group of business analysts," Cialone says, "They are able to envision solutions, and then put them into practice."

Enjoy Sustainable Results

Cialone is optimistic about the company's future, and well pleased with the ERP solution

and the business partner the firm has selected to support that future.

"As we're able to efficiently produce the quality and quantity of material that our customers want, we see our business growing substantially," he says. "Sage MAS 500 is helping us build and refine our manufacturing infrastructure. We didn't want our ability to grow to be limited by our systems, so we invested in business software that can scale with us. And NexTec hasn't disappointed us. They've helped design what we are today."



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