

Norca Engineered Products

A Client Success Story



Norca Gains Insights, Improved Efficiencies and Increased Profits with Business Technology Solutions

Business Issues that Led to Need for a New System:

- Needed meaningful reports
- Inventory processes and information
- Access to customer history
- Reliable, timely data
- Consistent, repeatable business processes
- Bring accounting in house

Business Impact of Partnering with Business Technology Solutions:

- Easier trend reporting
- Well-managed inventory
- Dramatic decrease in interest cost
- Precise quotes
- Improved communication with customers and vendors
- Quickly make informed decisions
- Streamlined workflow
- Trusted business partner

Since 1987 Norca Engineered Products (Norca) has been supplying North American manufacturers with ferrous castings and forgings. Manufactured overseas, Norca's products are known for their high quality and competitive pricing. Norca's success is attributed to their engineering-driven mentality, which has yielded an average annual growth rate of 35%.

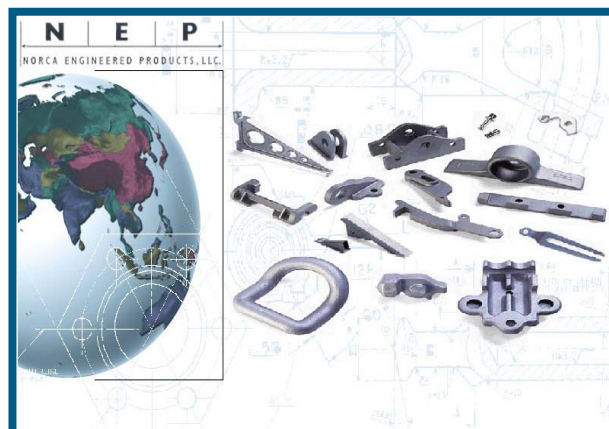
Improved Processes with Reliable, Timely information

Norca had an urgent need to find a better way for their accounting to be handled. Accounting was outsourced to an accountant who used Peachtree. "We had trouble with the reporting that we were receiving from Peachtree, particularly accounts receivable," said Jim Pollan, Norca's President. "In order to serve our customers better we needed a solution that was reliable, timely and did not depend on only one person. We needed access to our historical information and wanted consistent and repeatable business processes."

To find a solution, Jim had just one call to make. "I contacted my CPA who referred me to Business Technology Solutions," said Jim. "I trusted his advice and was comfortable with any recommendation he made." Norca's CPA highly recommended Business Technology Solutions, knowing that their consultants could help solve Norca's business challenges thus allowing them to achieve their goals. After several needs analysis meetings, Norca purchased Sage MAS 90 ERP from Business Technology Solutions along with their implementation and training services.

Inventory Simplified, Cash Flow Improved

"Our business is somewhat complicated due to the overseas work," said Jim. "We needed to be able to account for our inventory as soon as it left the dock. Also, our inventory is committed before we purchase it. With Sage MAS 90, this works quite well." Sage MAS 90 is able to give Norca a complete view of their inventory with just a few clicks of the mouse. "We are able to watch consumption, inventory and transit levels easily," said Jim.



919-781-2900
www.btsolutions.net

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Business Technology Solutions' consultants helped design and implement processes that matched Norca's business allowing their employees to be more efficient. Norca now has a system that their whole company can use and they no longer depend on someone's memory. "Anyone can go in and see the history of a particular part including shipping and price history," said Jim. "All types of information is readily available in the system. We now have the consistent, repeatable processes that will ensure continued growth."

"We also can manage our cash flow much better. Since we know where our inventory is at all times, we can communicate more effectively with both customers and vendors," said Jim. "This has significantly reduced our interest cost." Norca previously used their line of credit to finance purchased inventory. "We would have a reduction in profit if we were unable to have access to the type of information that we have now," said Jim.

Insightful Information

Taking advantage of the user friendly Business Insights module, Jim frequently monitors sales and profits. "I can manage the business daily with this information. I make better decisions more quickly," said Jim. "Every part that we sell, we look at the profit impact. We manage our profit on a daily basis with reports that we get from Sage MAS 90."

Managing several thousand part numbers can be a daunting task. Quotes need to be exact and Norca relies heavily on the historical data housed in Sage MAS 90. "If we have made a mistake in either buying or selling our materials, we can find it very quickly," said Jim. "Sage MAS 90 allows us to be very precise in our quoting and estimates."

"I do a lot of trend reporting," said Brenda LaBounty, Norca's accounting manager. "It is easy to pull data out of Sage MAS 90 and into Excel to complete these reports."

"This solution has been a very cost beneficial decision for us. We have the system we need, more efficient business processes and the support we need from Business Technology Solutions."

– Jim Pollan
President

"Sage MAS 90 is a work horse for us. It runs, it gives us our data, it doesn't shut down, it is reliable. It allows me to focus on what I need to in order for us to be profitable," said Jim. "Business Technology Solutions is great to work with. Whenever we have a question, they are there to help us. We have talked through various business issues with them to get their input, for example, we were interested in additional features in Sage MAS 90 for some of our overseas operations. They are knowledgeable and it is easy to get what we need. This solution has been a very cost beneficial decision for us. We have the system we need, more efficient business processes, and the support we need from Business Technology Solutions."

Business Technology Solutions is a Sage Select Partner:



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SAGE ABRA

SAGE MAS 90



Authorized Training Center

www.btsolutions.net
919-781-2900 - Phone
919-781-8580 - Fax