

Leaf Software Solutions

Case Study

CLIENT PROFILE

Multi-national industrial materials and manufacturing conglomerate with multiple US subsidiaries.
6,000 employees // \$5 Billion in annual revenue

"I love the way that I can view real-time inventory and use this information to make informed and profitable decisions on purchasing products at advantageous prices."

- Manager of Supply and Transportation



As a result of growth and changes in the business environment and production processes, the decision was made that the old system was no longer capable of managing the business data successfully.

The leadership team decided to move forward with a new, modern web-based software solution developed by Leaf Software Solutions, Inc. The new solution provides position management, sales forecasts, accurate product blend designs, inventory tracking, Microsoft Great Plains Accounting integrations, real-time web connectivity and an updated and consistent user experience.

"With the new system, I can print my outbound tickets for the truck drivers/customers in a matter of seconds instead of the 7-10 minutes that it took with the previous system. This is a huge time savings for us and also a big benefit to the customers. Awesome job, guys!!"

- Plant Administrator

HOW LEAF HELPED

Leaf partnered with the company to perform the following project lifecycle steps:

Requirements Definition and Design:

For a period of two months, Leaf conducted requirements meetings with over 50 users to fully understand and design a robust piece of software. Produced over 65 screen mockups from this initial phase.

Development and Deployment:

Went live with new system in 19 months from the beginning of the project. The project was on schedule and 8% under budget.

Training and Support:

Conducted training for almost 100 personnel during 20 training sessions across all functional areas and locations of the company.

The initial release of the solution was launched in March of 2016 under budget and on schedule. User feedback from the field and accounting teams have led to additional functionality, management level dashboards, and tighter integrations with the back-office accounting software. The solution provides accurate production costs, stronger position management intelligence, faster financial reporting, and greater visibility of the performance of the entire company. A second subsidiary has since implemented the system in an 8-month project with Leaf, also on time and under budget.

"Thank you for a very informative training session. It was one of the best training sessions I have attended. There was plenty of time for every area, plus questions. The training was not rushed as most training sessions try to cram so much into too little time. It was evident that you and Leaf knew what you were talking about."

- Plant Manager

Material purchase decisions can be made based on real-time inventory positions and product costs. The month-end closing process timeline has been reduced from nearly 25-30 days to 10 days, and time for invoicing customers has been reduced from more than a week to same-day at many plants. For the first time ever, plant personnel are entering receipts, tickets, and production batches on their own without requiring multiple paper-based steps between the plants and the accounting staff. In addition, executives are able to, on demand, check profit margins for each customer, product, and location in order to make better and more timely decisions on the business.

