

CUSTOMER SUCCESS STORY



Company:

Schlemmer Brothers Metalworks, Inc. is a family owned company providing quality custom sheet metal products for 97 years.

Location:

Indiana

Industry:

Manufacturing of Fabricated Structural Metal Products

Founded:

1903

Challenge

Schlemmer Brothers Metalworks, Inc. conducted an assessment of their existing solution Quickbooks and the possibilities that other solutions may provide. Schlemmer Brothers Metalworks, Inc. was looking to implement a new infrastructure to support their existing and future business demands. Schlemmer Brothers was trying to determine what business solution would provide the highest level of functionality and provide the flexibility to meet their needs. Schlemmer Brothers' products are very diverse and have various attributes. The products are sold in two different ways, by the pound or by the square foot. Schlemmer Brothers was looking for a business solution to provide the ability for all the product details to be migrated and available for

search when ordering. Schlemmer Brothers was also looking for a solution with the ability to order products by the pound or the square foot on the fly.

Solution

Schlemmer Brothers Metalworks, Inc. decided to implement and use openBLUE, a fully integrated business solution because of the flexibility and scalability it would provide their business.

Result

KnowledgeBlue was able to easily migrate all of Schlemmer Brothers' product data into the openBLUE solution and make it available for searches. The data was also migrated using the unit of measure conversion capabilities within openBLUE to allow Schlemmer Brothers the ability to order products by the pound or the square foot and the system automatically converts and calculates pricing based on the unit of measure that is selected for a product on the order.

Challenge

Because Schlemmer Brothers is in the business of custom metalworks, each order is unique and has unique dimensions to the end product that is being delivered. Schlemmer Brothers was looking for a solution to calculate the price of an order line (piece of metal) based on the dimensions of the metal being cut. Schlemmer Brothers existing process required various steps and manual calculations. Also Schlemmer Brothers found it difficult to find and recall historical order details because of the disparity in the order process.

Solution

After assessing various solutions and possible fits to their complex needs Schlemmer Brothers Metalworks, Inc. selected openBLUE as their business solution.

Schlemmer Brothers decided the system could be customized and adapted to their custom business needs. Schlemmer Brothers engaged KnowledgeBlue and leveraged their knowledge and expertise of openBLUE.

Result

Because of the ability and flexibility of the system KnowledgeBlue was able to generate a custom screen and process to allow for dimensions to be calculated for a product being ordered. This allowed Schlemmer Brothers the ability to streamline their order process and calculate product dimensions within the system. Because all of the custom calculation process is done within the system for each order the data is stored and available for future use. KnowledgeBlue delivers openBLUE in a Software-as-a-Service solution which allows Schlemmer Brothers access to all their custom integrated business functionality without the high costs of having it run from their environment.

