

## SAP Customer Success Story Logistics Service Provider



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John Drake, General Manager, Industriaplex Inc.

### AT A GLANCE

#### Company

- Name: Industriaplex Inc.
- Location: Alpharetta, Georgia
- Industry: Logistics service provider
- Products and services: Infrastructure products for retail, commercial, and industrial operations; facilities management
- Employees: 120
- Web site: [www.industriaplex.com](http://www.industriaplex.com)
- Partner: Automated Solutions Enterprises Inc.

#### Challenge and Opportunity

Outgrown chart of accounts

#### Objective

Rebuild chart of accounts without disrupting ongoing business

#### SAP Partner Solution and Services

Changer Professional, which works with the SAP® Business One application

#### Implementation Highlights

- 3-week implementation
- 50 users

#### Why SAP Partner

Seamless integration with existing SAP Business One application

#### Benefits

- Savings in money and staff time through automation of an otherwise manual process
- Data accuracy through elimination of human error
- Timely reporting through the streamlining of data preparation
- Quick, responsive, and proactive customer communications through providing easy access to accurate information
- Accurate information to support decision making

#### Existing Environment

SAP Business One

#### Third-Party Integration

- Database: Microsoft SQL Server
- Hardware: Dell
- Operating system: Microsoft Windows 2003

## INDUSTRIAPLEX

### Changer Professional Aids Chart of Accounts Reclassification

As your company makes its transition from start-up to burgeoning enterprise, some fundamental decisions that you made may have to be reconsidered. That is what happened at Industriaplex Inc. of Alpharetta, Georgia. Following successful implementation of the SAP® Business One application, the company's business model changed, requiring corresponding adjustments to its accounting processes. Industriaplex turned to Changer Professional, a tool developed for use with SAP Business One by Corporate Renaissance Group (CRG) of Ottawa, Canada.

### Providing Infrastructure Products and Services

Industriaplex is an integrated, diversified manufacturer and distributor providing retail, commercial, industrial, and office infrastructure products and services. Founded in 1999, Industriaplex provides the logistics and materials needed to build out large business facilities. The company also provides facilities maintenance services.

Industriaplex currently employs 120 people and serves over 60 businesses across the United States. The company employs sophisticated supply chain management techniques to ensure that the most efficient and effective materials and maintenance solutions are available to its customers. Cost management throughout the entire supply chain, combined with superior supplier management, are key components of the company's strategy.

### **Outgrowing the Original Business Model**

In 2005, Industriaplex determined that it had grown enough to warrant a full-time enterprise resource planning (ERP) solution. It selected and implemented SAP Business One to manage

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its business. The company employed Automated Solutions Enterprises Inc. (ASE) of Kennesaw, Georgia, an SAP partner, to perform the implementation. But as so often happens, growth led to more challenges.

“They needed to change their business model and that required some structural changes to their chart of accounts and their accounting system,” says Ron Sicard, president at ASE. All the account determinations for the transaction types needed to be reclassified, and that’s where Changer Professional came in.”

Developed by CRG specifically to meet the needs of SAP Business One customers, the standard Changer product efficiently enables the modification and consolidation of data in SAP Business One. The tool effortlessly changes and merges data from general ledger accounts and business partners, for all current and historical transactions. It also changes existing item numbers, including all related transactions, to new item numbers. All the data is modified, leaving no visible trace of the original code. Changer Professional also allows users to seamlessly reformat the chart of accounts and account structure, including changes to the general ledger (GL) and to selling, general, and administrative expense (SG&A).

### **Implementing the Solution Quickly and Easily**

“When we set up our original chart of accounts, it was a single-entry operating expenses (OE) structure,” says John Drake, general manager at Industriaplex. “As we added operating units, we needed to be able to segregate out the revenue and the cost of goods sold and the SG&A associated in the ledgers for the particular OEs. We went to experts at ASE and they told us about Changer Professional, and that was the path we took.”

Implementation went smoothly and quickly. “It was a miniproject, but it went pretty well,” says Drake. “We were able to evaluate the tool, understand the tool, do some testing in the tool,

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and implement our GL changes in about a three-week period. Then we went through the reclassification of data. All in all, it went pretty fast.”

### **Getting Instantaneous Payback**

Payback was immediate. “Without Changer Professional, we would have created the new accounts and reclassified manually,” says Drake. “That would probably have added three more weeks

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and maybe two additional headcounts. The cost of the tool was relatively low compared to the labor I would have had to put into it. So it’s instantly cheaper than the alternatives.”

Additionally, there are benefits derived from improved business processes. “Each journal entry has a debit and a credit, so every time you do a journal entry you do two transactions. Changer Professional performs those transactions that you would otherwise be doing manually, so it saves a substantial amount of time.” Changer Professional also helps to eliminate errors. “Any time you can take data entry out of the hands of humans, you will have more accurate data,” Drake observes.

### **Streamlining Business Practices**

Drake expects Changer Professional to play a part in Industriaplex’s future. “It’s one of those tools we can use to change a multitude of things with, so we will certainly be using it going forward.”

Summing up, Drake likes the results he has obtained from the software: “Changer Professional allowed us to streamline certain business practices and has driven some standardization in the way we do business. “He adds, “We’re really pleased with the flexibility of SAP Business One. It allows us to implement add-ons like Changer Professional to deliver extra capabilities as we need them.”

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