

## Quality Programs

# Dynamics GP-Based Solution Helps Drive Greater Efficiencies at Tremcar

Since 1962, Tremcar Inc. has manufactured made-to-order stainless steel tanker trailers that carry everything from hot wax to powdered cement. Faced with an inadequate financial management solution, Tremcar required a system to handle its production planning requirements.

BY JULIE BROUARD

To address this issue, Microsoft® Gold Certified Partner Genius Solutions deployed its Genius Manufacturing with Microsoft Dynamics™ GP business software. The Microsoft-based technology has helped Tremcar master its financial data and processes by taking full advantage of the information and functionalities included in Genius

Manufacturing. As a result, Tremcar has improved business visibility, accelerated data access and streamlined operations.

### SITUATION

In 1962, Tremcar Inc. entered the Canadian market with an innovation in milk road transportation – the stainless steel tanker. The Quebec-based company has come a long way since then. Today, Tremcar tank trailers carry everything from hot wax and petroleum to powdered cement.

In Canada, simplicity is not possible in the trailer-building industry because no two steel tankers are alike. Each tanker must be engineered to accommodate the transport requirements of its contents. Specifications change depending on the liquid, chemical or food being carried.

This emphasis on customization made production planning an ongoing challenge for Tremcar. While the company's existing bookkeeping application from Omni worked well for distribution, it could not handle production planning requirements such as job costing, inventory planning, purchasing analysis or sales forecasting. The Omni system also lacked storage capacity, which meant hard copies of historical information such as inventory reports and general ledgers had to be printed and stored in binders for auditing purposes.

"The Omni software worked fine for basic

accounting, but it wasn't tailored for the manufacturing business. Initially we tried to customize the system, but it was quite limited in terms of what we could change," says Marc Laprise, Vice President of Finance at Tremcar Inc. "We required a true manufacturing solution – one that made sense for our business."

As a workaround solution, Tremcar used Microsoft® Excel® 2003 and Microsoft Access™ 2003 to manage production planning. Without a central repository for information, however, employees had to retype the same data into each system which introduced the potential for data entry errors. Any such errors can cause serious issues within the production process.

"If the technical department changed a tanker specification and forgot to enter that change in the other systems, the wrong parts were ordered. As a result, we not only lost time and money due to production delays, but customer confidence as well," says Laprise.

### SOLUTION

To address these challenges, Tremcar turned to Microsoft Gold Certified Partner Genius Solutions to deploy its flagship product – Genius Manufacturing, an enterprise resource planning (ERP) software solution for manufacturers.

According to Laprise, tight integration with Microsoft Dynamics™ GP business software was one of the key reasons for choosing the Genius solution. "We are a Microsoft shop through and through, so we wanted a solution that would work seamlessly with our environment," says Laprise. "In our opinion, Dynamics GP is one of the strongest financial management solutions on the market. If the solution did not work with Dynamics GP, we wouldn't even consider it."

In March 2007, Genius Solutions rolled



out Genius Manufacturing, which has a software architecture based on the Microsoft .NET platform and leverages Microsoft SQL Server™ 2005. For the accounting management component, Genius deployed the financials module in Dynamics GP 9.0, a comprehensive business-management solution built on the highly scalable platform of Microsoft technologies.

"Genius Manufacturing combines state-of-the-art technology and more than 10 years of experience in the SMB space to implement best practices in manufacturing process improvement. Our product development is based on Microsoft technology, and given our specialization in manufacturing, combining our strengths with Microsoft Dynamics GP was the obvious choice," says Jean Magny, President of Genius Solutions. "For our customer base, our Dynamics GP-based solution works right out of the box, giving them the ability to maximize their productivity gains."



### **BENEFITS**

By implementing Genius Manufacturing with Dynamics GP 9.0, Tremcar now has the information necessary to make informed operational and strategic decisions at a moment's notice. The financials module of Dynamics GP 9.0 tightly integrates with Genius Manufacturing. By taking full advantage of the information accessed through Genius Manufacturing, Dynamics GP has helped Tremcar to master its financial data and processes.

### **IMPROVED BUSINESS VISIBILITY**

Using Genius Manufacturing with Dynamics GP 9.0 to consolidate business data has helped Tremcar gain a real-time picture of its current assets.

"In our business, inventory is money and we must control it very tightly," says Laprise. "The Microsoft-based technology gives us the tools to track our current stock, enabling us to better gauge the actual cost of doing business."

Additionally, the financials module of Dynamics GP features rich reporting capabilities that allow Tremcar to drill down into historical data, provide information which helps the company make better and more agile business decisions, and help the company map its course for the future. With Dynamics GP financials in place, Tremcar can count on one version of the truth at all times.

### **ACCELERATED DATA ACCESS**

Previously, employees had trouble accessing accurate business data because information was scattered across different systems. Dynamics GP 9.0, with its deep integration with Genius Manufacturing, along with other Microsoft-based solutions, supports better information sharing across the organization.

By consolidating to one system, the Microsoft-based solution has also helped resolve redundancy issues and reduce the possibility of error, so that employees can focus on delivering products faster to customers.

"Workers are able to work more efficiently with Genius Manufacturing and Dynamics GP 9.0 in place," says Laprise. "With one centralized database, employees only need to enter information once. Now, everyone from the shop floor to the corner

office has access to the same information, which significantly reduces the potential for errors, helping us keep production on schedule."

### **GREATER OPERATIONAL EFFICIENCY**

With the previous system, inconsistent information slowed production times and client satisfaction suffered as a result.

Featuring the familiar Microsoft Office interface, Genius Manufacturing with Dynamics GP provides tools to track project time, budgets and change orders, and also clearly maps out the process for each stage of production for employees.

"The Microsoft-based solution has definitely helped us eliminate a lot of problems, particularly with clients," says Laprise. "The new system has forced us to be more rigorous and enter information accurately. As a result, we can now avoid costly hiccups during the sales cycle and keep clients happy."

Since the financials module of Dynamics GP tightly integrates with Genius Manufacturing, Tremcar can easily track labour and material cost on jobs with the accounting. It allows Tremcar to automate purchasing processes in a just-in-time environment. Using the Dynamics GP financials module has also enabled Tremcar to automate financial processes, which has helped streamline financial management and improve accuracy.

### **MICROSOFT DYNAMICS**

Microsoft Dynamics is a line of integrated, adaptable business management solutions that enables people to make business decisions with greater confidence. Microsoft Dynamics works like familiar Microsoft software such as Microsoft Office, which means less of a learning curve for your people, so they can get up and running quickly and focus on what's most important. And because it is from Microsoft, it easily works with the systems that your company already has implemented. By automating and streamlining financial, customer relationship, and supply chain processes, Microsoft Dynamics brings together people, processes and technologies, increasing the productivity and effectiveness of your business, and helping you drive business success. ■