

The Millcraft Group implemented Microsoft Dynamics AX by partnering with Agility Business Solutions. The business gained significant tangible benefits.

Improved profitability: "It is a proven fact that with our implementation of Dynamics AX, we have cut our inventory by as much as 35% while growing our business 6%," confirms Rick Zizak, Systems and Operations Manager. "Profits have increased nearly 15%. Our stock inventory turns have gone from 6 to more than 12. Collection days are down to 32 from 42 days greatly improving cash flow."

Gained new efficiencies: "We are literally controlling costs and labor while continuing to meet growing customer demand," explains Zizak. Operations eliminated thirty hours needed to process month-end financials and business reports. Monthly reports are now available immediately so that executives can make timely decisions.

Increased sales: Sales increased with the new ability to create a quote while speaking with the customer on the phone. Previously it took nearly four hours to process a customer quote. Additionally customer service can now upsell since they are viewing all product options available to offer.

Business intelligence: Employees now have access to their authorized reports anytime. Since Dynamics AX offers the familiarity and usability of Microsoft products, the I.T. department is no longer needed to provide access to information. Better, faster decisions can now be made to guide the business.

Selection and implementation: Prior to implementing the new solution, a homegrown system had been developed to run the business. This included "green screen" custom software running on a proprietary platform. As the company grew and technology changed, this legacy system became a constraint on the business.

Company background: *The Millcraft group 90 years of paper go a long way.* The Millcraft Paper Company was founded in Cleveland, Ohio in 1920. Now in its fourth generation as a family-owned company, Millcraft has grown into a \$150 million independent distributor and converter of commercial printing paper with over thirteen locations. These increased operational efficiencies allowed Millcraft the ability to take over four retail branches from a competitor, thus increasing sales.

New solution & implementation:

- Microsoft Dynamics AX offering Windows, SQL, MOSS & Global Support
- Robust reporting with integration to MS Office Easy to learn and use without IT intervention
- Employee, vendor, and customer access 24/7 to real time information
- Agility asked the right questions, listened, and provided guidance on business process improvements and support.

Business Benefits:

- Inventory Cut 35%
- Business Grows 6%
- Profits Up 15%
- Improved Cash Flow



Agility Business Solutions | 7000 Fitzwater Road, Suite 220 | Cleveland, Ohio 44141
Office: 440.546.8384 | Fax: 440.546.9291 | www.agilitybiz.net | sales@agilitybiz.net



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Agility took the time to learn our business. I can't say enough about that. That is the key to a successful ERP implementation. ”

Rick Zizak,
Systems & Operations Manager



The benefits of the software are greater than what we imagined.

Agility Business Solutions, Inc. (ABS) is a world class firm specializing in the implementation of Enterprise Resource Planning (ERP) systems for manufacturers and distributors.

