

Core Products International Aligns For Success with Front Line Systems

Source: Front Line Systems

Dated: May 28, 2015

Core Products recognizes that Front Line System's business technology support and services have played a big role in the growth and expansion of their business operations.

MINNEAPOLIS -- “The Front Line Systems team has provided us the business technology support we needed to grow our business from one location and \$2 million in annual sales to multiple locations, \$15 million in annual sales, and a lot more products,” says Royce Keehr, Core Products Chief Financial Officer.

Core Products International manufactures and markets industry leading orthopedic soft goods such as cervical pillows, hot/cold packs, and a variety of ankle, knee, and back braces across the United States. They initially decided to work with Front Line Systems because their previous technology partner wasn't providing them the support they needed. They were looking for a business technology partner with Sage 300 (Accpac) ERP and MiSys experience who was in close proximity to their location.

After discovering Front Line Systems and doing business with them, Core Products never looked back. They have now enjoyed working with Front Line Systems for over 20 years. “Steve [of Front Line] is one of the kingpins in the world of understanding Sage 300 ERP. Previously, we wanted Sage 300 ERP training, so we called Sage. They told us that Steve helped create the Sage 300 ERP (Accpac) training. Now we just go directly to Steve,” said Keehr.

Recently Core Products International was told that their existing MRP system was an end-of-life product so they needed to consider other options. Core Products turned to Front Line Systems for advice on how to proceed. After evaluating and discussing Core Product's needs, Front Line Systems recommended AutoSimply manufacturing software.

Royce Keehr, CFO at Core Products says, “We liked AutoSimply because its screens and functionality were very similar to our previous system.” AutoSimply Manufacturing, Front Line Systems and Core Products employees worked together to ensure customizations specific to their company were in place.

It took 12 months from initiating the manufacturing software evaluation process to the implementation of AutoSimply manufacturing software. Twelve key users from Core Products were involved in the replacement of the manufacturing system. Within seven months of building the test database, Core Products was ready to Go-Live. “Our employees were comfortable with the system the day we went live, because of all the pre-work we did in the test database,” says Keehr.

From reducing the amount of time it took to entering a customer order by hand from 5 minutes to 17 seconds per order, to saving \$10,000 in postage and labor expenses within the first year of expanding the use of their Print Boss software; Front Line Systems has helped Core Products International achieve significant time and cost savings.

To read the complete Core Products International case study visit:

<http://www.flisinc.net/customer-success-stories/core-products-international-success-story/>

Sue Hermann, business technology consultant, at Front Line Systems says, “We love working with Core Products. They are constantly looking for ways they can be more efficient, and I enjoy helping them get to the next level.”

About Front Line Systems, Inc.

Front Line Systems is a business technology partner that believes in solving problems and creating solutions for the life of their client's business. They're focused on creating long-term customer relationships and not just making a sale. With a passion for technology and problem solving, they pride themselves in staying up to date with the latest software solutions and industry trends so their customers don't have to. Their consultants and technicians are actively engaged in industry associations including their role on the Business Partner Advisory Council (BPAC) for Sage 300 ERP.

For more information, please visit www.flisinc.net or call 866-435-0243.

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