

Aeroflo is Blown Away with Sage Accpac ERP and IWI Consulting

The Challenge

Aeroflo was operating on a system that would no longer be supported in addition to having four different databases that needed to be integrated.

The Solution

IWI implemented Sage 300 ERP to streamline business operations and maximize resources.

The Result

The new system eliminated duplicate data entry, resulting in a time savings of almost 40%. In addition, everyone at Aeroflo is now able to access the information they need to operate more efficiently.

Aeroflo is an original equipment manufacturer (OEM) located in Mississauga, Ontario, Canada. Along with its sister company, Continental Fan Manufacturing, Inc., which is located in the United States, Aeroflo has been manufacturing and distributing quality ventilation equipment throughout North America since 1986. Aeroflo provides fans for residential, commercial, and industrial purposes. They are able to custom build fans for almost any need, whether for kitchens and bathrooms, smoke extraction, or essentially any purpose for getting air moving within a duct. While most of the sales to industrial and commercial businesses are conducted directly with Aeroflo, residential sales are primarily accomplished through wholesalers.



Aeroflo Obstructions

Although Aeroflo had always used Sage Accpac and liked the software, they were challenged with their out-of-date version. To make things worse they were in desperate need of an upgrade because the older version was no longer going to be supported, which would mean that upgrades or service packs would no longer be available. Between the sister companies, they had four databases that did not always match. Furthermore the databases were not integrated, leaving Aeroflo and Continental Fan in a bind with incorrect invoices and lost information.

Hours of additional manual input was required every time there was new information. "We were spending several hours day entering and updating information into various databases" states Wanda Bernard, Materials Manager at Aeroflo. "Between the two staff members doing this task, they were wasting time transferring information and inputting data. The individual data entry was also causing costly mistakes. Because invoices were keyed in differently than the receipts, and put in multiple databases, the amounts didn't always match up. We didn't have a true picture of our general ledger account and the information for our business didn't tie together unless it was on paper."

The Winds of Change

Looking for a solution, Aeroflo went to the internet in search for a new system and for someone to help them with this transition. They proceeded to interview many consultants. Out of the five consultants that they spoke to, three of them made Aeroflo feel like their needs were not being addressed, trying to get them to purchase a system that did not seem like a good fit for their needs.

When interviewing IWI Consulting Group, Aeroflo found a very different experience. They found Krish Thurairajah, Senior Consultant and Partner at IWI, to be extremely knowledgeable about the software and truly interested in helping Aeroflo solve their problems. Krish recommended that they stay with the Accpac software, but upgrade to the newest version Sage 300 ERP as well as purchase some add-ons. "It was important for us to understand what Aeroflo required and what their business processes were. Setting the software aside, we just wanted to make the

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Company Profile

Type of Business
Ventilation company

Headquarters
2 main locations in the
United States and Canada

Other Information
32 employees

System Profile

General Ledger
Accounts Payable
Accounts Receivable
Inventory Control
Order Entry
Purchase Orders
Payroll

right recommendation for them so that their needs would be met,” remarked Krish. IWI presented a plan on how to integrate their databases and explained what the new system could do to improve efficiencies within the organization. Aeroflo executives made the unanimous decision to choose IWI because they felt that they were heard, and would be in good hands. “They basically sold themselves when they walked in the door with their expert advice and willingness to listen to our needs.” comments Bernard.

Flowing Flawlessly

The staff at Aeroflo was a little nervous about the new software implementation as they weren’t sure if everything was going to flow, or if the information would end up matching from one database to another. IWI was sensitive to this and, once the databases were merged, they provided a “test environment” so the staff at Aeroflo could experiment with the new software and iron out any issues before going live with it. “This process went extremely smooth and helped us to check all of our details and ensure that no information was lost.” states Bernard.

The upgrade to Sage 300 ERP and the merging of the databases has saved Aeroflo both time and money. Although this implementation was recent, Aeroflo expects that the new system pay for itself in a matter of months, with decreased errors and increased efficiency it has provided. “We can trust the information in our system because we know that it is all in one place.” remarks Bernard. Also, the new software has saved the staff several hours of work. Bernard estimates that she and other staff members save about 4 hours per day by not having to manually key in invoices and receipts. Furthermore, with their old system, Aeroflo was months behind on their month-end reporting because of the separate database. With the new system, these reports are finished in only one day.

Blown Away by Customer Service

When Aeroflo made the decision to go through this huge transition it was important for them to know they would be in good hands. Aeroflo completely trusted the work and support that they received from IWI. Bernard recalls, “IWI handled us with extreme care through all of the steps so that we not only felt comfortable, but understood every change that was made and why that change was important. They solved every issue we had and answered our questions making sure our needs were met at all times.”



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IWI Consulting Group provides consulting to small and medium sized businesses in the GTA and surrounding areas. The company is comprised of professionals who have been trained as Certified Management Accountants, Business Consultants, Programmers, Sales and Marketing professionals as well as IT Specialists. IWI Consulting Group’s philosophy has been built on the premise that customer service is vital to client retention and acquisition. If you need help with a business solution, we will help you find the answer, or we will build the solution.

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