



GRUPO PERPLAST GAINS EFFICIENCY THROUGH BEST PRACTICES



Grupo Perplast (Naucalplan, Mexico) satisfies customer needs through plastic injection and mold making. Since 1981, the company has provided a wide range of products and packaging to customers in cosmetics, consumer, automotive, electrical, industrial and government, serving such well known clients as Revlon, Johnson & Johnson, Pepsico, Kraft, and Avon and Jafrá. In the past, Grupo Perplast ran its business with three separate management systems: production, administration and accounting. Unfortunately, each system was unable to share information with the other two. Data had to be keyed into each of the three systems separately, a time consuming, error-prone process.

"[CyFrame's ERP] helps us minimize costly mistakes and reduce inventory levels by 20% while still maintaining a buffer for surprises"

Consequently, managers never had all of the information required to efficiently manage the business or accurately deliver and invoice customer orders. One of the three systems had limited users and regularly froze and kicked users out due to instability. "Ultimately, the responsibility for all of that data and the resulting reports rested with one person," said Abelardo Perez Castillo, Grupo Perplast's Operations Manager. "That person was often overwhelmed by the sheer volume of internal requests. Our three systems were simply overwhelmed, making it very difficult to satisfy our customers."

Producing relevant, usable reports typically took a full week. One of the former systems produced information available only in printed reports that provided a big-picture overview but lacked the details required for more in-depth analysis. By having a strong database, with CyFrame we accomplished to have our customers' info updated and accurate thus avoiding future errors in deliveries and invoices. "In addition," said Perez Castillo, "We often had excessively high inventory levels because the lack of communication resulted in duplicate purchase orders," and this was draining our cash flow and our ability to grow in a sustainable fashion. To meet these challenges Grupo Perplast decided to implement an ERP

system that would support and manage the company in a simpler, intuitive and integrated manner. After an extensive search over about a two year period, the company elected to implement The CyFrame ERP, an engineered for plastics, adaptable system designed specifically for molders and extruders supported by a team of dedicated consultants who learned how to optimize the workflow and optimize internal processes in these types of manufacturing environments from having worked with hundreds of other well run plastics processors who have done it before us. CyFrame provides simple and efficient integrated business solutions to help structure the entire enterprise by supporting the accounting, inventory, production, and distribution activities.

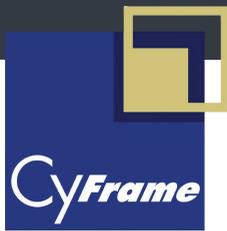
CyFrame ERP leads employees through the various processes in the most logical order.

For instance, an employee can't order materials or start production until they have a valid sales order and have checked material and product inventory. This alone has saved us countless man hours each month not to mention confusion internally by having everyone working within their own silos and reacting to priorities individually. The CyFrame ERP ensures the correct materials are on hand to fill an order, that the machine times and operators are allocated to meet the deadlines and that packaging and delivery has been coordinated. "CyFrame is linear," says Perez Castillo. "The system tells us what to do as it proceeds through a series of set, defined processes. We can't forget or skip a step."

"It allows us to better understand our production and provides us with critical details in real time such as production rejects and scrap rates which helps us minimize costly mistakes and reduce inventory levels by about 20% while still maintaining a buffer for surprises."

Perez Castillo appreciates that everyone at CyFrame is committed to their vision of continuous improvement, from the President to the Sales Director and programmers; everyone has helped us realize our objectives and supported our team.

"By phone or email and often by skype, they get back to me quickly and thus far neither time zone nor geography has played a factor. Often even the Sales Director has the technical expertise to help



ERP solutions for the Plastic Industry

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me tackle a challenge on a moment's notice." The CyFrame ERP now ensures the Grupo Perplast's team has the new found time and freedom to maintain their laser focus on what counts "making precision quality molds and plastic products for their customers in the most efficient manner and in the shortest timeframe.

Perez Castillo loves the fact that CyFrame has no limits with respects to scalability and future growth.

He says, "While it may never happen, every one of Grupo Perplast's employees could be leveraging CyFrame's ERP simultaneously, even running multiple sessions from different locations without creating any lag or performance issues. For me, given where we started from, that's still something that makes me smile."

In addition, remote Grupo Perplast employees can receive instant, real-time access to the system as they work from smart phones, tablets or laptops.

Perez Castillo says, "The readily available "canned" standard CyFrame reports are extremely valuable to us." They have stories to tell. For example, our Production Manager now relies on efficiency reports from the production planning interface to find out if production was down due to a breakdown. He no longer has to walk the floor or visit each machine to find out what went wrong which gives him time to plan and implement better preventive maintenance programs. There's no way that we could have anticipated those types of benefits when we first set out looking for better software to help us manage the business. Perez Castillo sums it all up with this contrast. "In the past we were buried in paper that didn't have the accuracy, detail or timely information we needed to assess and understand the health and success of our business in any usable fashion. We were spending far too much time manually entering information and looking for relevant data and reporting. Today CyFrame produces highly trackable, specific,



actionable information and reporting that helps us operate far more effectively thus allowing us to better satisfy our customers, I'd say at a level far beyond that of our competitors."

"It even helped our employees better focus on their jobs instead of always having them hunting for and staring at paper."

"I highly recommend CyFrame to other plastic manufacturers."

About CyFrame

Since 1987, CyFrame has become the leading international provider of best-of-breed ERP web-based software solutions created specifically for small- to medium-size plastics manufacturers. CyFrame is uniquely positioned to meet the needs of plastics firms because it offers ERP systems that handle both stock and custom product and have been developed specially for injection and blow-molding, profile and sheet extrusion with thermoforming, and blown film and converting manufacturers. The company also offers integrated financial modules, e-commerce capabilities and secure customer account/profile areas. Onsite training, implementation and support services are offered as part of all CyFrame's ERP solutions.

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