



Dominion Liquid Technologies

A Revolution Group Customer Success Story



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In manufacturing, customer demands and market conditions are constantly fluctuating and can be extremely volatile. In the food and beverage industry, concerns with spoilage, recipe accuracy and FDA requirements get added to that list. For food and beverage manufacturers, the ability to be agile cannot be understated - agility to meet requirements, agility to adapt quickly and agility to validate your business when necessary.

In 2009 Dominion Liquid Technologies (DLT) was founded with the acquisition of Flavor Syrups International, a specialty manufacturer of coffee syrup. When Charlie Cain purchased the company, it was struggling to make a profit. Almost immediately, Cain knew he would need to make significant changes to create a successful business. Cain needed to turn the company around quickly. Being able to accurately track shipments and inventory, and cut waste were imperative.

“Traceability – that is tremendously important in the food industry. From quality, food safety and even just the profits perspective, having accurate inventories is important.”

- Charlie Cain, President & CEO, DLT

Revolution Group was the perfect fit

"I knew right away that the software we were using to manage the business was sub-optimal. It was very clear that a new ERP solution would help us build a more efficient business, reduce waste, and grow rapidly while delivering quality products through every production run," said Cain.

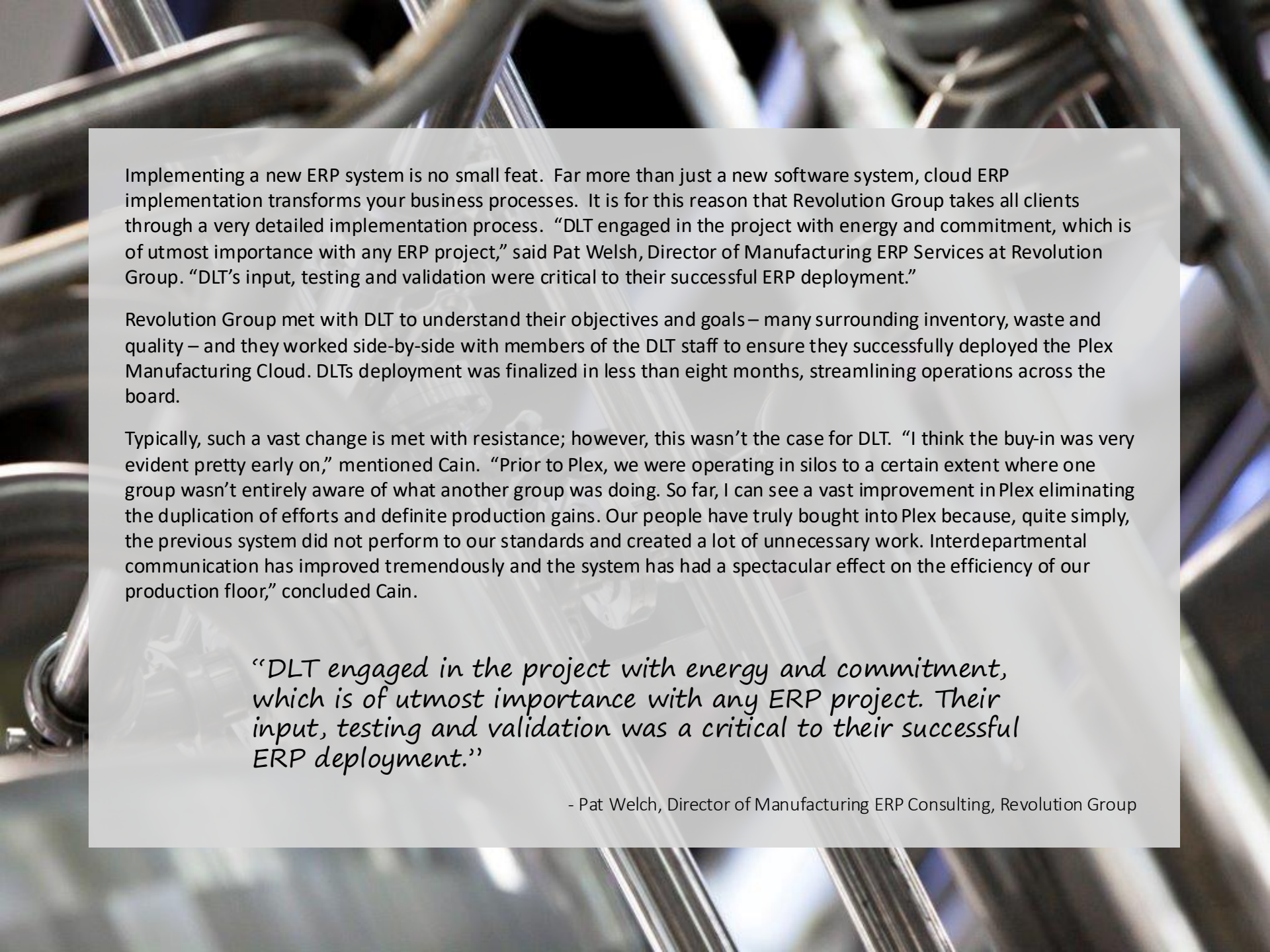
Cain had previously worked with robust ERP systems and was looking for a similar solution to help him turn the corner with DLT. That's when he contacted Revolution Group, a manufacturing technology consulting firm in Central Ohio. Revolution Group was tasked with evaluating ERP solutions and then deploying the chosen technology.

Cain said, "Revolution Group put a number of ERP solutions through the paces, but what I found particularly helpful was that they didn't just look at the process functionality we required, they understood the kind of light-on-our-feet business we wanted to be." Cain and Revolution Group walked through a system selection project, and he was immediately drawn to the Plex Manufacturing Cloud with its strong traceability functions.



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Implementing a new ERP system is no small feat. Far more than just a new software system, cloud ERP implementation transforms your business processes. It is for this reason that Revolution Group takes all clients through a very detailed implementation process. “DLT engaged in the project with energy and commitment, which is of utmost importance with any ERP project,” said Pat Welsh, Director of Manufacturing ERP Services at Revolution Group. “DLT’s input, testing and validation were critical to their successful ERP deployment.”

Revolution Group met with DLT to understand their objectives and goals – many surrounding inventory, waste and quality – and they worked side-by-side with members of the DLT staff to ensure they successfully deployed the Plex Manufacturing Cloud. DLTs deployment was finalized in less than eight months, streamlining operations across the board.

Typically, such a vast change is met with resistance; however, this wasn’t the case for DLT. “I think the buy-in was very evident pretty early on,” mentioned Cain. “Prior to Plex, we were operating in silos to a certain extent where one group wasn’t entirely aware of what another group was doing. So far, I can see a vast improvement in Plex eliminating the duplication of efforts and definite production gains. Our people have truly bought into Plex because, quite simply, the previous system did not perform to our standards and created a lot of unnecessary work. Interdepartmental communication has improved tremendously and the system has had a spectacular effect on the efficiency of our production floor,” concluded Cain.

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Plex’s ability to maintain accurate inventories and shipments immediately improved DLTs bottom line. “We might make a product once a month that you always have in your inventory,” Cain commented, “but that didn’t necessarily mean we were always shipping the oldest product first. This created expiration challenges.” Greater traceability and order accuracy in the Plex Manufacturing Cloud now allows DLT to ship the oldest inventory first, eliminating expiration issues and dramatically cutting waste. Cain added, “With the manual and paper process (prior to Plex), we had batching errors. People are human and can potentially pull a wrong ingredient and blow a several thousand-dollar batch, but now with scanning and bar coding, that can’t happen.”

With a system that draws on its ability to trace products through all aspects of production, the Plex Manufacturing Cloud is a perfect fit within the food and beverage environment. The traceability allows for companies to cut costs and maintain higher accuracy. It also creates more accurate inventory management – all huge dividends that DLT is seeing.



About Revolution Group

Revolution Group is a top-rated, award-winning technology solutions provider in the Central Ohio area. Revolution Group can solve your business bottlenecks by gaining insight into your day-to-day business processes and providing your company with solutions that will streamline those processes. Revolution Group allows organizations to discover their full potential and then take the appropriate actions based on those discoveries. Revolution Group offers manufacturing ERP consulting and deployment services, Salesforce CRM consulting and implementation services, and IT support services.

For more information about Revolution Group, visit www.revolutiongroup.com, read our blog, or follow us on the social media sites below.

