



# Newman Technology

A Revolution Group Customer Success Story

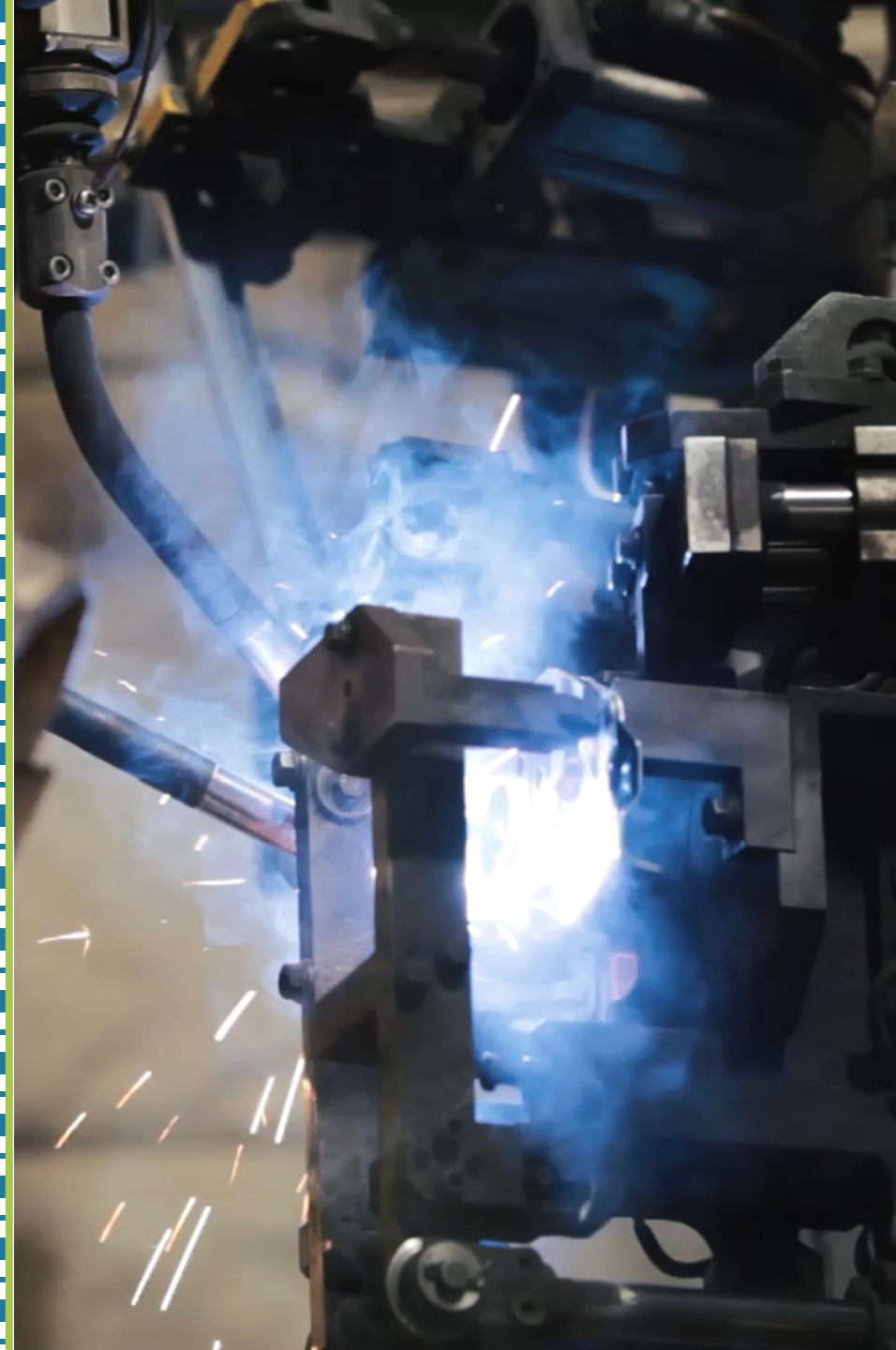
# Newman Technology

Newman Technology, Inc., headquartered in Mansfield, Ohio, manufactures parts for automobiles, motorcycles and all-terrain vehicles (ATVs). Their primary business is exhaust systems, door sashes and molding trims. The company's 900+ employees build and manage hundreds of thousands of components each day throughout three facilities. The company receives 1,500 containers of parts a day, and after production and assembly, Newman Technology ships out 5,000 containers of components to 15 customer locations around the world.

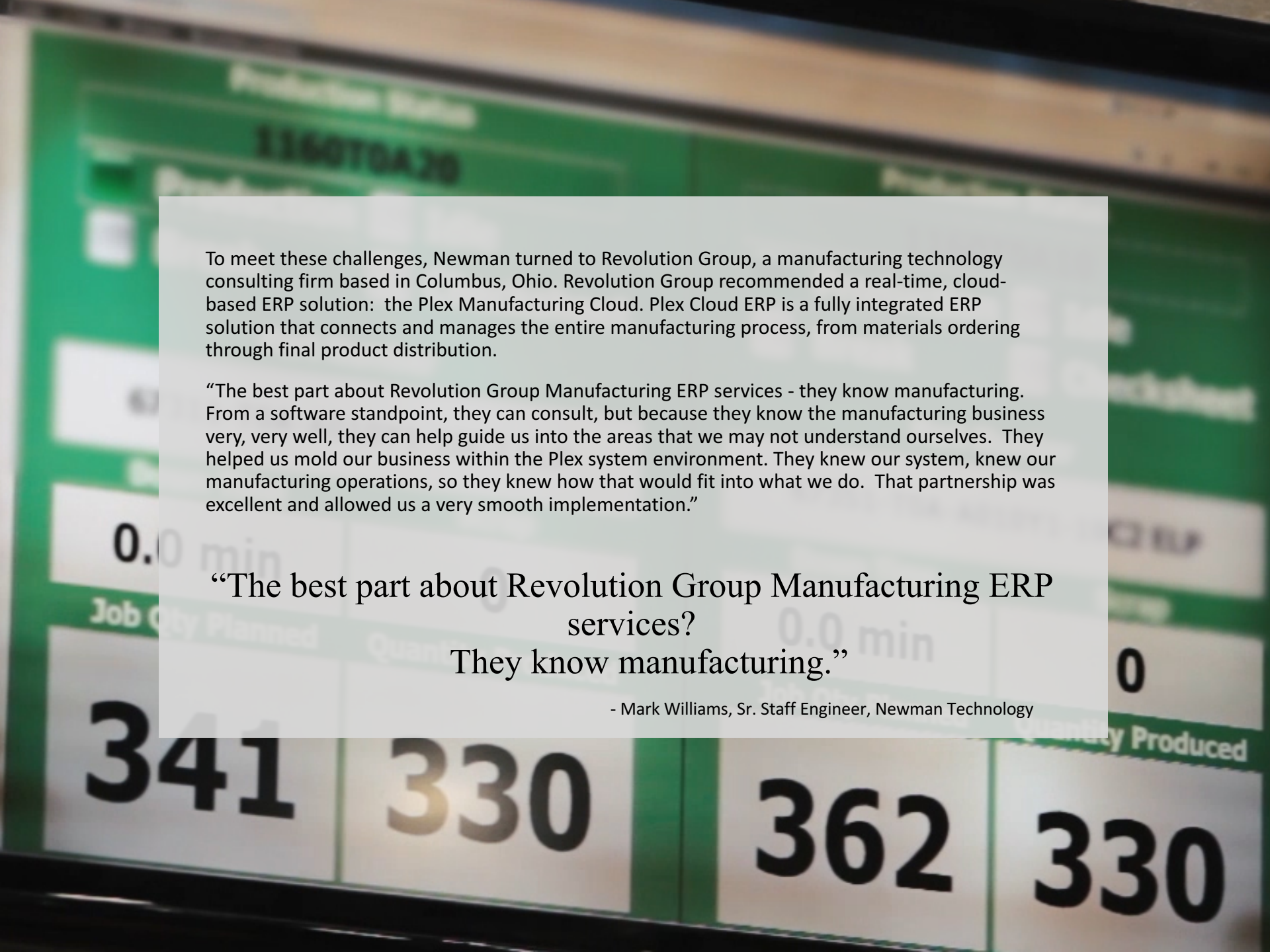
For years, employees relied on spreadsheets and paper purchase orders to move materials through the facilities, which was cumbersome and time-consuming. The processes were too inflexible for quick customer order changes, and Newman had a difficult time forecasting demand. Even worse, when a change was made to a procedure, every department's manual had to be updated. Those updates involved producing and manually replacing forms in more than 25 binders.

"We had a lot of traffic to manage, especially when we were using a paper trail system," said Mark Williams, Senior Staff Engineer, Newman Technology. "We needed robust tools and disciplined processes for managing our inventory, purchase orders and accounts receivables."

Newman Technology realized that it needed a modern-day solution for production accuracy, accountability, and order processing. Employees needed simple, fast solutions to replace the manual methods they were using in just about every part of the business.







To meet these challenges, Newman turned to Revolution Group, a manufacturing technology consulting firm based in Columbus, Ohio. Revolution Group recommended a real-time, cloud-based ERP solution: the Plex Manufacturing Cloud. Plex Cloud ERP is a fully integrated ERP solution that connects and manages the entire manufacturing process, from materials ordering through final product distribution.

“The best part about Revolution Group Manufacturing ERP services - they know manufacturing. From a software standpoint, they can consult, but because they know the manufacturing business very, very well, they can help guide us into the areas that we may not understand ourselves. They helped us mold our business within the Plex system environment. They knew our system, knew our manufacturing operations, so they knew how that would fit into what we do. That partnership was excellent and allowed us a very smooth implementation.”

“The best part about Revolution Group Manufacturing ERP services?  
They know manufacturing.”

- Mark Williams, Sr. Staff Engineer, Newman Technology



# A Success Partnership

---

“The three biggest benefits of working with Revolution Group are their technical expertise, their reaction time, and their knowledge of our business. Without those three, we would struggle but they know what we do and how we do it.”

- Mark Williams, Newman Technology

Revolution Group’s team worked side-by-side with Newman’s staff, helping them streamline processes and successfully deploy their new ERP solution.

With the help of Revolution Group, Newman Technology implemented Plex Cloud ERP for their Mansfield, Ohio facility in a phased approach over 18 months. “The three biggest benefits of working with Revolution Group are their technical expertise, their reaction time, and their knowledge of our business. Without those three, we would struggle but they know what we do and how we do it,” said Williams.

Plex automated and accelerated Newman Technology’s processes. Their new ERP solution enabled alignment across functional areas both within the company, and with suppliers and customers outside the company’s walls. In a fast-paced and dynamic manufacturing environment with more than 330,000 components received and 100,000 parts shipped out on a daily basis, the impact has been significant.

---



# Outstanding Results

With better accuracy and accountability, the company can now provide real-time, accurate inventory numbers and eliminate waste in accounting. The entire supply chain can also react more quickly and nimbly to changes in customer demand. As a result, Newman Technology has been able to streamline customer order processes.

For example, when a customer makes a change in an order, that change information is pushed through the bill of materials. This notifies upstream suppliers immediately of the change, so they can respond quickly by adapting their orders and processes. Shop floor employees can be immediately notified of changes in planned production so they can respond quickly, rather than waiting for paperwork to be updated and integrated manually into binders.

Newman Technology cut purchase order time in half, increased the accuracy of their financial statements, and accelerated inventory management — going from 12 to 20 turns per month for parts used every day while consistently achieving 98% inventory accuracy. Inventory costs decreased by 45%, and Newman was also able to dramatically reduce downtime related to inventory shortages. The number of hours related to inventory maintenance decreased by 50%. Those resources are now allocated to core functions that increase profit and grow their business.





“You will not find a better partner that you can use to build your infrastructure within your manufacturing company.”

- Mark Williams, Sr. Staff Engineer, Newman Technology

---

Revolution Group and Newman continue to grow their relationship, and now Newman uses Revolution Group as their complete IT provider.

“Thanks to Revolution Group, we keep our machines running at full capacity all the time,” Williams said. “Revolution Group is with us as soon as we call them, they are responding. And, in most cases, they know when we have a problem, before we do.”

Revolution Group provides continued project support for their ERP system, along with 24/7 IT services to Newman Technology. The partnership allows Newman to focus on their core business competencies while Revolution Group takes care of their IT needs.

“We have grown with them from a company of about 200 people to a company of about 900 today, and going from probably a \$50 million a year corporation to a \$300 million a year corporation,” said Williams. “You will not find a better partner that you can use to build your infrastructure within your manufacturing company.”





## 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](http://www.revolutiongroup.com), read our blog, or follow us on the social media sites below.

