

ERP SYSTEM CUTS COSTS FOR PAPER AND PACKAGING DISTRIBUTOR

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Joshen Paper & Packaging, an Ohio-based distributor of paper and packaging supplies, has intensified its relationship with ERP software specialist Vormittag Associates by adopting its Suggested Purchasing Solution, which allows just six buyers in Joshen's corporate headquarters to buy for all the firm's locations in 11 U.S. states.

Suggested Purchasing, part of the VAI S2K suite, can show buyers which sites have an excess of inventory, where inventory is sorely needed, and how they can

implement the most cost-effective distribution routes. This enhanced visibility has helped Joshen reduce the cost of its goods and drastically cut inventory.

"By centralizing our buying, we were able to make fast, accurate purchasing decisions with streamlined communication," says Joshen chief information officer Doug Trisnar. "Looking at our balance sheet, the ROI gained by reduced inventory and lowered cost of goods is evident."

Joshen says its primary incentive

for implementing an ERP solution is to equip its sales force and customers with technology that can streamline their operations. With major acquisitions in view, it requires a solution to help sustain its growth trajectory.

Joshen has had a relationship with Vormittag Associates since the 1990s, and the decision to use VAI S2K was based on its unlimited user license. Says Vormittag project manager Claudio Gallina: "Your IT solutions should empower your expansion, not hinder it."

