



## Growing Pains

To continue growing and leading the way as an innovator in the paper industry, Rite in the Rain requires more efficiency, not only for existing needs but to accommodate expansion in the future. The company needs an ERP solution that reduces time for users to accomplish tasks and gives them the ability to individualize workflows. And a new, efficiency-enhancing, ERP solution requires maintaining functionality within all existing integrations.

## Real-time Visibility to Inventory to Cut Costs

In addition, executives need real-time visibility to inventory valuation and stock on hand—in raw materials, work in process (WIP) and finished goods. Currently, the organization conducts a monthly physical inventory count to provide the calculations, which results in only getting one lump sum and unknown variances every 30 days. The manual and laborious process takes about a week.

### About Macola

Macola is ERP and business software that manufacturers and distributors use to automate, manage and grow their businesses. The software empowers companies to take control of cost and complexity at every critical stage from design through delivery and see all facets of their business from a single application.

Macola is an Exact product. Exact builds business software for SMEs and their accountants. Our innovative technology is aimed at specific business needs, providing an overview of today and insights into the opportunities of tomorrow. Exact inspires businesses to grow. Our 1,600 employees love, share and support our customers' ambition. Like them, we aim high. Like them, we aspire to lead the way. That's how we know it's a bumpy road to success. And that's why we build software to help smooth it out, enabling our customers from all over the world to grow.

Macola. ERP and business software.

## Freeing \$1 Million in Working Capital

At this time, the company carries \$2.6 million in inventory, both in finished goods (\$1.4 million) as well as raw and WIP (\$1.2 million). Management's goal is to increase the number of inventory turns by implementing Macola 10. Rite in the Rain is now running 3.7 inventory turns, which includes all inventory (raw, WIP and finished goods), with their current legacy Macola ES software; but management anticipates 4.7 turns after implementing Macola 10 and the Shop Floor module. If successful, this will be approximately a 27% increase in their turns. In addition, this will free up just under \$1 million in working capital by reducing inventory costs by 38%.

Integrating Shop Floor into Macola 10 will allow Rite in the Rain to put its inventory into the system and leverage material resource planning (MRP) and scheduling. Management expects to boost efficiencies and reporting as well as increase planning capabilities.

"We will be better able to predict what our usage and our needs will be more reliably than we do now," said IS&T Director, Dave Richman. "We won't have to have \$100,000 worth of product sitting in inventory when historically we can see that we only used \$50,000," Richman added.

## Customer Visit Confirms Macola 10 Viability

Richman and his team thoroughly investigated upgrading to Macola 10 and implementing the Shop Floor module because print manufacturing is unique compared to other manufacturing. They wanted to see another print manufacturer, with a similar process, that is running the whole environment through Shop Floor.

Rite in the Rain's manufacturing process involves making notebooks out of giant rolls of paper that they buy in pounds.

They coat the large rolls, sheet it, and convert the inventory unit from weight to lineal feet and finally to sheets. From there, they cut it in to smaller press sheets and print multiple products on each sheet. To understand if Macola 10 could handle the unique material conversions they would need for their business, a Rite in the Rain team took a trip across the country from Washington to North Carolina to see another Macola customer with a similar manufacturing process that had successfully migrated onto Macola 10.

"The trip allowed us to see that Macola 10 has all the customizations we may need, and also that Macola's consulting services already have the capabilities and knowledge that apply to our business," Richman remarked.

## Flattening the Learning Curve

Richman says that implementing Macola 10 versus other solutions will mitigate learning curve challenges because they will be able to configure Macola 10 screens to allow information to be entered similar to how it's being done in their legacy print MIS system today. That's because the core software and database are the same in ES and Macola 10. "This feature set in Macola 10 will enable a smooth transition for our production users and reduce the challenges that come with change due to the technical handicaps that some of our people could have," Richman said.

Rite in the Rain's management is planning to implement Macola 10 in the fourth quarter of 2016 and launch the new Shop Floor workflow at the start of their fiscal year in January 2017.

To learn more about Macola, please call 1.800.468.0834 or visit [www.macola.com](http://www.macola.com).