



National Packaging Conglomerate Builds Foundation for Future

SIGMA PLASTICS



ABOUT SIGMA PLASTICS

Founded more than 30 years ago, Sigma Plastics manufactures industrial film and plastic packaging employing over 2500 people at 30 plants located throughout the US and Canada.



PROJECT HIGHLIGHTS

With the help of KTL Solutions, Sigma Plastics was able to:

- Implement a world-class ERP system at a fraction of the cost of a Tier 1 system.
- Reduce monthly financial closing for each of their 30 plants to less than 5 days.
- Integrate the complex plastics manufacturing production calculations into the Dynamics GP accounting system.
- Centralize payables for all 30 plants to improve workforce efficiency and buying power.

Growing rapidly through acquisition, Sigma Plastics Group (Sigma) needed to replace an inflexible legacy financial management system. Requiring high precision manufacturing calculations, multi-company, multi-location support and ease of use, Sigma chose Microsoft Dynamics GP and KTL Solutions.

Challenges unique to the plastics manufacturing industry

While plastics manufacturers require high precision for accurate costing and pricing calculations, the accounting and operations systems are relatively straight forward. In the past, plastics manufacturers have had to purchase expensive Tier 1 ERP systems to manage the manufacturing requirements and suffer through overly complex, financial management functions.

Put Yourself In Position to
SUCCEED

Precise design requirements, including gusset, width of rolls, density, and materials determine the costs and pricing of each of Sigma's products. Without accurate inventory tracking flowing into and out of the accounting system, reconciling "booked to actual" inventory use was a time consuming manual process.

Precision doesn't have to be difficult

Sigma Plastics Group CFO, John Reier, was sure there had to be a better way. He knew that Microsoft Dynamics GP would be easier for his financial and operations teams to use and much cheaper than a Tier 1. When KTL Solutions showed John how they could develop the supporting system for Dynamics GP, to calculate in pounds using formulas that are commonly used in the plastics industry, he knew he had the right partner and solution.



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Sigma Products

With 30 plants around the country, Sigma Plastics Group serves the flexible packaging needs of a diverse set of customers – from farmers to Fortune 500 companies. Sigma's products include stretch film for the pallets, industrial film, drum liners, dry cleaner bags, mesh fruit bags and much more



KTL Solutions Set and System Solutions

KTL Solution Set

- Microsoft® Dynamics® GP
- Microsoft® Dynamics® SL
- Microsoft® Dynamics® CRM
- Microsoft SharePoint
- .Net/Azure Development
- Industry ISVs

KTL System Solutions

- Financial and Accounting
- Operations
- e-Commerce
- Workforce Management
- Business Intelligence
- Custom Development
- System Integration



As part of the Dynamics GP implementation, the KTL Solutions team created the reports to tie out inventory and sales for each of the 30 Sigma family companies, managed as separate entities. The system allows the accounting team to close all the books within 5 days each month.

Aggressive growth demands agility

Sigma Plastics Group has strategically acquired plastic packaging companies around North America to improve efficiencies and better serve customers. Bringing new companies online quickly was a key consideration in Sigma's choice of business management solution. As John noted, "We needed a user-friendly system that new plants would be able to learn quickly and easily. Microsoft was the obvious choice and Dynamics GP offers all the functionality we need."

With consistent Charts of Accounts across the Sigma companies, organization-wide reporting is fast and easy. Standardizing on system configurations allows Sigma to easily add similar companies to their organization in a relatively short time frame.

Centralized purchasing reduces personnel costs and streamlines processing of financial data. Individual plant autonomy for sales, marketing and operations allows each company to contribute to the bottom line without losing their unique industry-specific or regional market approach.

Green initiatives to reduce, reuse and recycle

Manufacturing plastic packaging may not sound like an environment friendly business, but Sigma prides themselves on efficient materials management and waste reduction programs. Invoicing and receivables are currently paperless with payables next on the list. Bar coding for all inventory items will eliminate paperwork in the warehouses, while supporting unskilled labor through kiosks.

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John Reier, Sigma CFO

KTL Solutions brings business expertise to projects

The KTL Solutions team was able to meet the precision requirements of Sigma Plastics because they know how to address challenging business constraints. With deep development and business process experience, KTL Solutions solves the tough challenges you need to deal with, to make your business successful.

Specialists in the Microsoft Dynamics GP financial management solutions, the KTL Solutions team helps mid-size organizations to take full advantage of advancing technology. KTL Solutions' services include:

- Application installation to complete system integration
- Custom development
- Business process consulting
- Training and ongoing support

Find out how KTL Solutions can transform your organization. Visit our website at www.ktlsolutions.com or contact KTL by email at info@ktlsolutions.com or call 866-960-0001.



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