



Intagras
Experience. Technology. Solutions.

Intagras – Case Studies

About Impact Industrial Solutions

Impact Industrial Supplies offers logistics and distribution services in the procurement of industrial products. Impact represents the leading manufacturers in the industry including 3M, Loctite, GoJo, Rayovac, Cincinnati Milacron and Sherwin Williams.

The Challenge

Impact management identified the need for tools and reports that would:

- Save time & money by eliminating manual data entry, excel spreadsheets and excessive inventory
- Proactively manage inventory, monitor customer usage trends and the capacity to advise on future needs
- Give their salespeople better information, enabling them to lead a customer into a sale as opposed to guesswork

The Intagras Solution

Intagras worked with the client to design and understand the data required for each report and its intended purpose. The distribution application P21 was carefully studied and analyzed to come up with a timely and efficient approach. Once it was determined that the data existed, Intagras created a web based reporting tool using Crystal Reports that queried Prophet 21 to display real time data. The reporting tool leveraged P21 data for parameters and allowed for the assigning of security rights based on P21 users.

The automation of reports was accomplished by creating a Windows service that runs daily and creates Excel worksheets with sales data (monitoring usage) and emailing them directly to their customers.

Technologies used: ASP.NET, VB.NET, SQL SERVER 2000, Prophet 21, and Crystal Reports.

The Results

Intagras delivered customized utilities and reports, built from their existing data and systems. Real-time inventory positions, customer usage trends, and tools to proactively manage inventory positions were created. The ultimate result is a cost savings in daily operations. Proactive servicing tools for the sales staff created a competitive advantage over rivals, and additional revenues through new sales. Management determined this as an essential goal in a competitive market. Hard and soft cost gains were realized immediately.

Client Testimonial

We had an existing system that simply did not deliver all the reporting that we needed. Intagras helped us to find the data and provide us with the essential tools to stay one step ahead of our competition. We have referred Intagras to several close friends as an excellent resource for custom applications and solutions. I highly recommended Intagras.

John Diaz, President –

Impact Industrial Solutions, Tampa, FL