



eKEPLER
ERP FOR INNOVATION

eKEPLER SUCCESS STORY



COMPANY PROFILE

Industry:

Reseller.

Brief description:

Aluminum forms for wrought iron and accessories

Number of users:

10 concurrent users.

eKEPLER Modules:

- Accounting
- Inventory
- Accounts receivable
- Accounts payable
- Sales
- Collection
- Purchasing

Project achievements:

- Up-to-the-minute information
- Elimination of long personnel training processes
- Increase in sales
- Expediting collection
- Facilitating administrative processes

www.perfilesyherrajes.com

Perfiles y Herrajes de Querétaro

The company was formed in the city of Querétaro in 1990, with 100% Mexican capital. The Enterprise has been in the market for 20 years, achieving substantial growth, being one of the most recognized providers in the State of Querétaro.

The company realized the necessity of implementing an information system, given the issue with fluctuating value of products, impacting their ability to establish a final cost, as well as the lack of control in the various departments of the organization.

Mr. **Enrique Abrego, Managing Director of the company Perfiles y Herrajes de Querétaro**, shares his experience with EKEPLER ERP.

eKEPLER PROJECT

CEO Erik Abrego decided that the company's legacy ERP was in bad shape and needed to be replaced. After evaluating several ERP systems, he decided to go with the EKEPLER system because it was customizable to the way he does business and provided the features he needed to make his company more efficient. Implementation went smoothly for the first few months. "It only took me a few days to learn how to program the ERP and right away I was making changes on the fly." said Erik.

The most difficult part of the process came when the employees at the company began to adapt to the new program. "It's always hard to get people to adapt to the new process." said Erik. After the first month, Erik asked his employees if they wanted to switch back to the old system but nobody took him up on his offer. "They realized that the new software was much faster so they wanted to keep it" said Erik.

The **implementation of the EKEPLER ERP in the company was completed in 4 months.** During this process, EKEPLER's technology became more well-understood, and its flexibility exploited to its maximum potential. Today, it is clear that the results have been excellent, commented Mr. Abrego.

Shared satisfaction

The users of the tool have indicated that EKEPLER is a complete, rapid, easy-to-use system; they capture data in less time; and the business has made a great investment in implementing it as a **business process control tool.**

According to Erik, the software has increased their profit margin by 40% in the first year. "With the EKEPLER ERP, we are able to determine which products are profitable and which ones are not. More importantly, we know which customers are profitable and which ones are not.

We have cleared out products that were not profitable and concentrated on our best accounts. We are also getting paid faster" said Erik. Based on these results, Qro Hardware reached their ROI in less than one year. Mr. **Enrique Abrego shares the achievements that have been obtained with EKEPLER ERP:**



- **10% increase in sales:** thanks to the inventory control, they are able to eliminate slow-moving products.
- **20% increase in profits,** given that they are able to obtain the value of products in order to establish correct sales prices.
- **50% increase in personnel productivity,** thanks to complete cycle times.
- **40% reduction in out-of-date material.**
- **95% confidence in inventory,** thanks to precise stock control.
- Cash collection reduced from **3 days to a few hours.**
- **Reduction in customer service turn time,** thanks to the productivity that the system provides through showing the product on the sales screen.
- Thanks to the purchasing process, **stock replenishment time was reduced by 30%.**
- **Physical inventory cycle time was reduced** from multiple days to just 1 hour.
- **Information analysis decisión making** time was one hour, now is done in seconds.

EKEPLER has allowed establishment of **order in processes and compliance with the SAT regulations,** thanks to the fact that the **enterprise now invoices all of its clients electronically,** allowing compliance with fiscal obligations and an increase in customer service productivity.

eKEPLER Marketing Department.

Customer managed by the franchisee:
GRJ Y ASOCIADOS



If you desire more information regarding this success story, please contact us at:

info@ekepler.com
www.ekepler.com

© eKEPLER. All right reserved.

You may not copy, reproduce or in any way exploit any part of this document without previous written authorization of the corresponding authors of KEPLER. However, you may download material for your personal computer for personal use only, educational or noncommercial purposes. You may not alter or remove any legend copying copyright or other notice of authorship of the material. These materials are subject to change without notice.