



**eKEPLER**

ERP FOR INNOVATION



**EKEPLER**

**SUCCESS  
STORY**



**Stick de México**

## COMPANY PROFILE

### Industry:

Manufacturer.

### Brief description:

Manufacture of plastic sticks

### Number of users:

30 concurrent users.

### Módulos KEPLER:

- Production
- Sales
- Inventory
- Accounts receivable
- Accounts payable
- Pruchasing

### Project achievements:

- Clearer and more accurate information in the sales, production and administration areas.
- Management of reliable and timely information
- Process order and continuity

### Custom development.

- Locks for order and purchasing approvals
- Production and sales report.

[www.usstick.com](http://www.usstick.com)

## US STICK DE MÉXICO

US Stick de México was founded in 1994, from the fusion of two enterprises, one dedicated to the **production of plastic machinery** and the other to the **creation of plastic pieces**, with the objective of consolidating into a leader in this sector.

They develop products for the candy, pharmaceutical and specialty industries, where their efforts have made them leaders in the market, recognized as exclusive provider to important global enterprises. This has opened doors to more than 13 countries in America, Asia, Europe and the Pacific.

The company has been operating for 16 years in the market, with approximately 150 employees.

The company realized its **need to acquire an ERP** due to ongoing problems with unreliable information in multiple areas.

Mr. Fernando Varela Nieto, General Manager of US Stick México, shares his experience regarding what it has been like to work with EKEPLER ERP.

US Stick México decided to implement EKEPLER ERP given that, based on an analysis of different solutions, it was the tool that best **adapted itself to the cost, ease-of-use and implementation requirements.**

One of the latent needs of the enterprise prior to acquisition of EKEPLER ERP was to **have better control of information, and that this information would be centralized, timely and easy to access by different areas of the company.**

## EKEPLER PROJECT

EKEPLER ERP was implemented in the Production, Sales, Inventory, Accounts Payable, and Accounts Receivable areas, which solved the need for centralized information and timely data for decision-making.

EKEPLER has helped the personnel of the business to **establish order and put continuity into our processes**, through the management of information in a clear, rational and timely manner, comments Mr. Varela.

On EKEPLER, locks were developed for ordering and purchasing authorizations, as well as production and sales reports, which has allowed better control of the day-to-day operation.

### ACHIEVEMENTS

Through the EKEPLER ERP, full integration of departments has been achieved, which has allowed the following achievements in the various business units (indicators validated by Mr. Varela):

- **40% increase in total sales**, due to the fact that EKEPLER has put in place control and visibility by department.
- **10% increase in market share.**
- Achieved **50% brand loyalty**, growth that EKEPLER has enabled to continue in the market.
- **2% increase in profits.**
- 50% increase in **personnel productivity**, thanks to the confidence in day-to-day company information.
- **70% reduction in slow-pay accounts**
- 80% reduction in **product shortages**
- 90% **confidence in inventory**, since the system shows what is in physical inventory
- **40%** growth in productivity in the production area.
- Before running on EKEPLER, there was no **confidence in the accounting close process**, today it is completed in **10 days** and with a high level of confidence
- Reduction of 5 days in **merchandise restocking.**
- **Immediate** access to decision-making information.
- Thanks to precise controls in the production area, cycle time was shortened from **13 to 10 days.**



Thanks to the **ease-of-use** of the EKEPLER ERP, the enterprise has been able to easily operate the tool, resulting in satisfaction in the day-to-day operation, obtaining results that allow for more solid decision-making with the system, concludes Mr. Fernando Varela.

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](mailto:info@ekepler.com)  
[www.ekepler.com](http://www.ekepler.com)

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