Synoptix

Established in 1950 and headquartered in Webb City, Missouri, Cardinal Scale markets a complete line of quality weighing products and systems. They currently have branches in Miami and Atlanta, warehouses in Canada and England, and distributors in more than 110 countries.

Looking to maximize the efficiencies gained from implementing Aptean ERP, they chose Synoptix to gain complete visibility into their key performance indicators. The Regional Managers started by analyzing important customer purchasing trends. "Synoptix allowed us to create booking reports that broke down information by customer type, or customer and item number," notes Larry Hicks, Cardinal's Vice President of Operations, "that showed us month-to-month, month-to-date, and previous year-to-date information. Not only were we able to quickly create these reports, but our IT Director really ate it up and started doing things we hadn't even thought possible. Since then, we've created around 350 reports!"

Prior to implementing Aptean ERP and Synoptix, Cardinal Scale utilized a 20-year-old MRP system, and had customized reports that could get data, but without much flexibility. And to get just the right information they would print out a 150 page report and place sticky notes on the 5 or 6 pages with the actual information they needed. But Synoptix offered a game-changing contrast with its powerful filtering capabilities. "We put filters in by customer," elaborates Hicks, "by customer type, by product family, and by individual product or item number, and quickly realized

Cardinal
Cardinal Scale Manufacturing Co.

PROFILE:
- Markets complete line of quality weighing products and Systems
- Headquartered in Webb City, MO with branches in Miami and Atlanta, warehouses in Canada and England, and distributors in 110 countries
- Estabished in 1950

CHALLENGES:
- Custom reports from 20-year-old legacy system offered very little flexibility
- Were printing 150 page reports to get 5-6 pages of the information they actually needed
- Were having to laboriously wade through piles of data
- Had to run seperate reports for each database
- Could not get the right information when they needed it

SOLUTION:
- Synoptix

RESULTS:
- Powerful and flexible reports
- By reducing printing output, minimized environmental footprint by filtering needed info on the screen
- Simple multi-database consolidated reports
- Saved countless hours and costs by getting the right information at the right time.

that the data we were searching for didn't require the entire report. So this gave us the ability to look at just the information we were after without having to wade through piles and piles of data. It was a huge time saver."

As Cardinal Scale extended Synoptix across the enterprise, each team gained access to their own vital information. Hicks explains: "We can instantly put in the criteria we need for a specific customer and see what their volume is before we call on them. Or when doing product research, we find that it's really powerful to be able to put in a certain product, and Synoptix instantly tells us which customers and which customer groups are buying that product. The filter abilities have turned into one of our most business-critical allies."

Hicks also notes that Synoptix has provided an environmental benefit important to Cardinal Scale's values. "One of the big things we wanted to do as we moved to Aptean ERP was eliminate a lot of paper usage. We've found that when information is easy to get, people can simply view it without having to print it out. Synoptix has delivered huge savings on paper usage and responsibly reduces our environmental footprint."

Cardinal Scale has also been able to dramatically reduce man hours in their multiple database environment with Synoptix' consolidation functionality. Running a corporate database out of their headquarters in Webb City, they also maintain separate databases in each of their branches in Miami and Atlanta, as well as in their warehouses in Canada and England. Where separate reports were once needed for each database, Synoptix has provided the flexibility to dynamically select one or more databases when running reports. Hicks says, "Our ultimate goal was to pull all those separate reports together, which we've successfully done. You can click on a single database and run an Income Statement, or click on all of them and get a nice consolidated Income Statement."

Once those reports are run, the Drill Down capabilities of Synoptix allow for detailed analysis of the data behind the numbers. With the ability to create powerful summary reports, users can simply double click for details without having to create another detailed report. "Click on a number and - boom – up pops all of the detail. It's really eliminated a lot of time and a lot of waste. That's been a huge benefit for us."

On an average day, Cardinal Scale has about 85 to 90 users on their ERP system, with about 40 shop floor terminals that are doing labor reporting throughout. "A lot of our users don't even know that Synoptix exists because we've tied all the reports into the menu system. Our users can simply go into the ERP menu system and run a booking sales report, and Synoptix executes the report seamlessly in the background. It's really transparent to our team members – they don't know the difference between an Aptean or an Synoptix report."

"Overall," Hicks concludes, "we've saved countless hours with Synoptix. It's proved to be a performance enhancing tool that's enabled us to get the right information at the right time. I'd highly recommend it to any company seeking to streamline their processes and get business-critical information in a timely manner."

ABOUT COMPUSOFT DEVELOPMENT

CompuSoft Development, makers of Synoptix, is a leading developer of enterprise reporting software for the ERP, financial, manufacturing, distribution, higher ed and accounting sectors. Our products allow accountants and managers to maximize productivity through reporting tools that are easy to use, and provide quick access to the necessary data they need to make critical business decisions.