CUSTOMER
Cameron Glass

INDUSTRY
Glass Fabrication

LOCATION
Oklahoma

SYSTEM
Sage Pro ERP

Sage Pro Helps Cameron Glass Break the Language Barrier

Using databases that cannot communicate makes it very difficult for a business to operate at peak efficiency. When one of the databases is written in a foreign language, the task becomes virtually impossible. Such was the challenge facing Cameron Glass, an Oklahoma-based manufacturer of top-quality tempered safety glass for markets that include agricultural and construction equipment, automotive, marine, vertical transportation, store fixtures, athletic equipment, and commercial refrigeration. To overcome its long-standing inefficiency, Cameron Glass began the search for a flexible, integrated accounting and manufacturing solution.

Multiple Database Issues Compromise Efficiency

"When we purchased the glass manufacturing software, we had no idea that the database was written entirely in German," says Jimmie Cameron, CIO at Cameron Glass. "You can imagine our frustration when we tried to look up something and it wouldn't come up, because the word was in German.

Sometimes, we would have to flip through pages and pages of words in the German-to-English translation program just to find what we were looking for. To say this was inefficient is an understatement."

In addition to the language issue, Cameron Glass utilized multiple databases that were not integrated. "Our manufacturing software did not integrate with our accounting system. Moreover, with a manual inventory system that wasn't integrated to our other databases, inventory tracking was virtually impossible," says Traci Kirk, sales and customer service manager at Cameron Glass. "If a customer called to check on the status of an order, the supervisor would

CHALLENGE

Cameron Glass sought a flexible, integrated accounting and manufacturing solution to tie together its multiple databases and provide much-needed inventory tracking.

SOLUTION

The Sage Pro manufacturing solution accommodated quick, low-cost modifications and provided seamless integration to third-party applications.

RESULTS

With its new, fully integrated Sage Pro Manufacturing solution in place, Cameron Glass is realizing immediate benefits such as increased productivity and more accurate inventory control.

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ABOUT SAGE SOFTWARE

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literally have to walk the floor to locate the order. Another deficiency was our inability to tie a sales order to a work order. We had to generate work orders manually and we couldn't see the status of work in process. The lack of integration also made it quite arduous to extract information for sales analysis and reporting."

A Streamlined Approach Meets Productivity Needs

To rectify its database woes, Cameron Glass contacted Sage Software business partner Software Generation, which brought in a Sage Software Professional Services Group (PSG) representative to meet with the company and review its requirements. Ultimately, the Sage Pro accounting system was recommended, along with Sage Pro Manufacturing, a comprehensive manufacturing solution with full source code availability. "We previewed the product and gave it the thumbs up," says Cameron. "We felt immediately comfortable with Sage Pro Manufacturing and were excited about the seamless integration. The attractive price point was another big selling point."

Running full speed ahead with its new integrated solution, Cameron Glass appreciates the system's anytime access to real-time sales, inventory, and financial data. "From the sales standpoint, it is much easier to communicate with accounting," says Kirk. "It is a simple process now to assign an invoice number to a specific sales order. On the inventory side, having automated inventory tracking allows us to see if a part is in stock, which helps us minimize overproduction. Extracting financial information is also so much quicker and easier than before. Data that used to take days to extract now takes only minutes."

Full Source Code Enables Unlimited Customization Options

"Another great strength of the Sage Pro software is the open source code, which allows for modifications to be made to our exact specifications," said Cameron. "If we need to perform any modifications to the core program, it can be accomplished quickly and affordably. Source code access also enables easy integration to third-party add-ons such as the Physical Inventory and Bar Pro modules from American Computing Systems. Without access to the source code, we would have had to spend many thousands of dollars in order to make the modifications and integration we needed."

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