

# Client reduces costs by 90% - switching from AS 400 to Microsoft® Dynamics GP



## Microsoft® Dynamics GP Success Story

---

“By switching to Microsoft® Dynamics GP we’ve lowered our labor costs by 20% and reduced annual maintenance costs by 90%.” Mr. Kitago – Vice President of Operations

“Calsak’s track record of consistently delivering projects on time, on budget and to specification was one of the main factors in selecting them to implement our new system.” Mr. Ishizu – Accounting Manager

### Customer Profile

Calsak Corporation (Calsak), [www.calsak.com](http://www.calsak.com), has been specializing in providing plastics, polymers, colorants, chemicals, fiber optics, and other specialty products since it was formed in 1972. Upon inception they’ve distinguished themselves in two ways. First, their focus has always been on fostering long term relationships with not only their customers but also their vendors. And on a related note, they’ve distinguished themselves with their top-notch service. They superbly represent the quality and service of their suppliers and the needs of their customers are always on the forefront of their minds.

They travel the world to find the highest quality of products and services to offer their clients. So if you have a special need then contact Calsak to see what they can do for your business and experience firsthand what “Calsak service” is like.

### Business Challenge

Prior to implementing Microsoft Dynamics GP, Calsak had strategically decided to divest some of their business operations so that they could focus on both the areas where they were most specialized and also the areas where they had the most success. It was a major management decision. For example, they scaled down from a business environment of a hundred employees to twenty two employees.

With such dramatic changes it was critical for Calsak to find an Enterprise Resource Planning (ERP) system that fit its new business structure, both in terms of operations and cost.

Calsak had been using J. D. Edwards (Oracle Corporation), since 1997, on an IBM mainframe (AS400) to integrate their sales operations with their accounting processes. Mr. Kitago, the Vice President in charge of operations, explained *“When the company consisted of a hundred people there were three specialists to manage the system. However we could not keep them with the new structure of merely twenty-two people”*.

When considering a new ERP system, one of the major objectives was to have a system that everyone could easily use. Specifically, the sales team needed to be able to easily input sales data and be able to easily access accurate inventory information. In addition, the accounting staff needed a system that would allow them to quickly generate management reports on the same sales and inventory data.

## **Solution**

Immediately after implementing Microsoft® Dynamics GP (DGP) the Calsak team has much better visibility of their inventory, better system security and stronger workflow controls. Prior to implementing DGP the Calsak team would feel a sense of relief as soon as a contract with a client was completed because they knew that they fulfilled their promise. However, after the introduction of Microsoft® Dynamics GP they are able grasp in real-time (even ahead of time) the available inventory as well as the accounts receivables for each client. DGP allows them to know exactly what they can sell, what they need to purchase and who they should sell to.

Mr. Kitago and Mr. Ishizu both asserted that they're quite pleased with the results of implementing the DGP system. There have even been some pleasant surprises. For example, they mentioned that they hardly ever use all of their concurrent user licenses for DGP because the system is so efficient to operate and the navigation of the application is so user-friendly.

So how did they end up selecting Calsoft Systems? *“Calsoft’s track record in successfully implementing Microsoft® Dynamics GP was one of the main factors in selecting them to implement our new system but also their other strengths weighed heavily in our partner selection process: managed services for our network and IT infrastructure, great communication skills and a thorough understanding of accounting best practices,”* according to Mr. Ishizu –Accounting Manager. *“When system problems arose in the past, the previous software vendor could not provide suitable solutions since they were less experienced in the JD Edwards software. Also, the Calsak accounting staff was often frustrated with their previous IT vendor because of their lack of accounting knowledge. But the Calsoft team is able to guide us on GAAP rules, is able to*

*answer our questions about Microsoft® Dynamics GP and they also insure that our network runs smoothly.”*

Overall, one of the reasons this project was so successful is because Mr. Kitago and Mr. Ishizu trusted the expertise of the Calsoft team for: accounting best practices, how Microsoft® Dynamics GP should be used for their business needs and that Calsoft would complete the project on time, on budget and to specification (as they heard from references). Furthermore, Mr. Kitago and Mr. Ishizu understand the differences between what business applications are good at and what people are good at and allowed each to maximize their potential.

In summary, as a result of selecting Microsoft® Dynamics GP (DGP) and Calsoft Systems Calsak Corporation has dramatically decreased both their labor expenses and their ongoing system maintenance expenses. But more importantly, *“Now, instead of feeling that the system is manipulating us, we have a great tool that enables us to further increase profits, reduce expenses and have better controls for security and workflow. These are all things that are indispensable to the management team. It is great to know that our staff is able to work much more efficiently, allowing them to handle more tasks than before. Implementing Microsoft® Dynamics GP was definitely the right choice and Calsoft Systems was definitely the right partner,”* said Mr. Kitago – Vice President of Operations.

## **Solution Provider Profile**

Calsoft Systems is a consistent award winning service provider (i.e. Microsoft Dynamics President’s Club, Microsoft Gold Certified Partner in ten competencies, etc.) that specializes in the consultation and implementation of Enterprise Resource Planning (ERP) solutions. Their deep industry expertise, their unparalleled service and their high employee retention rate is reflected in their outstanding customer retention rate. Technology is always changing but their commitment to always provide the best solution to their clients doesn’t. As a result, they have been the trusted advisor to hundreds of customers for ERP implementations, custom software development, networking services and general IT needs for nearly two decades.

**Contact Calsoft Systems:** w: [www.calsoft.com](http://www.calsoft.com) , p: 310.532.5000, e: [info@calsoft.com](mailto:info@calsoft.com)  
19701 Hamilton Avenue, Suite 190 Torrance, CA 90502