

## Sage Accpac Insight Galvanizes Witt Industries' Analyses and Reporting

Witt Industries, Inc., has been manufacturing a proprietary line of metal waste receptacle products since 1887 when it was founded by George Witt, who later invented and patented the first corrugated, galvanized ash can and lid in 1899. The larger part of this robust company is a galvanizing job shop operation that zinc-coats customer products for corrosion protection. Working Women magazine identified Witt Industries, Inc., as one of the Top 500 Women-Owned Businesses in the U.S. With three galvanizing plants and one manufacturing plant, the company is running smoother and more efficiently as a direct result of using Sage Accpac Insight for fast, accurate managerial reporting and analyses.

### Sage Accpac Insight Proves Its Mettle with Speed and Accuracy

"Sage Accpac Insight is very powerful and very flexible," says Gregg Battaglia, vice president and CFO of Witt Industries. "The two major benefits that we get from Sage Accpac Insight are the ability to drill down into activities and create analyses very easily, and the ease of distributing usable information. It used to take us a long time to create spreadsheets, print reports, and send them out. Now we generate information in a fraction of the time and distribute it company-wide electronically."

Gregg's department can quickly and inexpensively create analyses and usable information and get it into the hands of the right people, faster and cheaper than before, which improves decision-making. "The way we run our business is probably not too dissimilar from other people. We're very budget-driven and Sage Accpac Insight is very instrumental in how we analyze variances from budget. The faster you can determine where you're going off course, where you're varying from expectations, the faster you can correct your course and get back on track."

The ability to organize production schedules around customer needs, not their own, is an additional benefit to Witt Industries, partly accomplished with the help of Sage Accpac Insight.

#### Customer:

Witt Industries, Inc.

#### Industry:

Manufacturing and Galvanizing Hot Dip

#### Location:

Cincinnati, Ohio

**Number of Locations:** Four

**Number of Employees:** 185

#### System:

- Sage Pro
- Sage Accpac Insight
- Sage CRM

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### CHALLENGE

To quickly analyze, print reports, and distribute financial and manufacturing information throughout the company.

### SOLUTION

Sage Accpac Insight reporting, budgeting, forecasting, and consolidations solution with a range of components designed to help build a system according to particular business needs.

### RESULTS

Quick and inexpensive analyses are turned into usable information and put into the hands of the right people, faster and cheaper, which improves decision-making.

## Sage Accpac Insight and Sage Pro Produce Superior Financial Management Alloy

Before being introduced to Sage Accpac Insight, Witt Industries was already an existing user of Sage Pro ERP (formerly known as ACCPAC Pro Series). Unfortunately, they were also using an unsupported aftermarket third-party manufacturing module and another third-party CRM module, which they wanted to replace with an integrated one-vendor system. "With the old third-party manufacturing software, we felt that we were exposed. If the one or two people who knew how it worked either got hit by a bus or were not available, we just felt like we were taking on an undue risk. It was pretty much a lack of training and support that ultimately drove our decision to change resellers for a better system."

"Sage Accpac Insight was recommended by our new reseller when we upgraded and purchased the newest version of Sage Pro for manufacturers and Sage CRM. Manufacturing is 30 percent of our business. Unlike the galvanizing job shop operation, which is a regional business, the manufacturing business involves marketing, selling, and distributing that product line nationally. It's a pretty complicated manufacturing operation that we use the Sage Pro application for."

Sage Accpac Insight works in conjunction with manufacturing to help Witt Industries succeed market by market as a national brand.

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—Gregg Battaglia  
Vice President and CFO  
Witt Industries

"We looked at other products, but it would have required us to convert from a suite of Sage Pro applications we were satisfied with and to throw them out in favor of something that we really weren't familiar with. We weighed the total cost on about a five-year window of making those changes versus staying with Sage Pro and doing the upgrade. Sage Pro for manufacturers came out the winner. Sage Accpac Insight allows us to get things done faster in a timely manner, accurately, and gives us the flexibility to do ad hoc reports and analyses as required. Any business that doesn't have this or is spending more time than necessary analyzing information, should get Sage Accpac Insight."

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