

Customer success story
Meyercord Revenue Inc.

Industry
Manufacturing 

Location
United States

Greentree product suite
Financial Management
Distribution
CRM
Job Costing
Supply Chain Management
Workflow
Approvals & Alerts

GREENTREE, AN INNOVATION FOR MEYERCORD

CHALLENGE Meyercord Revenue Inc. needed a responsive system broad enough to handle all areas of its diverse business

SOLUTION Greentree's fully integrated modules

RESULTS A reliable business system with empowering access to information and reporting with future capabilities

Meyercord Revenue Inc. has unrivaled expertise and experience in developing anti-counterfeiting strategies, processes and products to satisfy even the toughest product authentication and tracking challenges. Its specialised and secure web-press production facility provides high-quality graphics, image transfers, coating chemistries and proprietary security labels. Meyercord is committed to providing innovative solutions to the ever-changing tax revenue and security printing needs of governments throughout the world.

Meyercord needed a business system that fully integrated its manufacturing, leasing and service operations and would grow with them. It required a product broad enough to support its diverse manufacturing operations with financial and operational reports that were a by-product of daily work. "Greentree stood out for us because of its excellent functionality, ease of use and real-time, online transaction updating. A single point of data entry updates all relevant areas instantaneously, with no inter-module posting or updating required," says Vince Muglia, Controller, Meyercord Revenue Inc.

The team at Meyercord knew the importance of making the right product and implementation partner choice. After evaluating Greentree and several middle-market solutions, Meyercord selected Greentree and Greentree Business Partner, ERP Visions to power its business system.

Powerful partner support

ERP Visions worked with Meyercord to show them how Greentree would handle their particular business processes. "They were truly a partner, not a vendor. We had a lot of choices and we knew that the business system partner we chose was the critical element of successful implementation."

"ERP Visions brought great experience to the project. The same ERP Visions staff that went through the business system review and evaluation, completed the implementation. We were all pleased that ERP took the time to understand our business and processes. They provided us with solutions without forcing us to change the way we operate our business. They worked with us to show us how Greentree would handle our business."



"We were confident the Greentree was flexible enough to meet our current needs and future needs. I expect to use it for many more years."

Vince Muglia, Controller, Meyercord Revenue Inc.

Just like any implementation, all the requirements were not known up front, so ERP Visions' staff worked with Meyercord to develop solutions for new issues. "Greentree was extremely responsive and added new functionality to the standard product during implementation. The consultants have been quick to resolve issues as they arise and they continue to support us."

Staff at Meyercord were excited but nervous about the new system. The Greentree training programmes helped users to quickly feel confident with Greentree's straightforward interface and workflows. "The product has been so easy to learn and use. Greentree requires no database administrator and uses industry standard Microsoft Excel integration for financial reporting, analysis and data conversion," reports Vince.

Greentree's full use of the desktop tools in Microsoft means data conversion is now easy to manipulate, access and analyse for the Meyercord team. Greentree uses a native link to Microsoft Excel to produce Meyercord's financial reports. The reports are generated using live data in Excel templates, meaning they can be produced in seconds for the management team.

"Greentree's Workflow Desks provide us unprecedented real-time views into our operations. Customer, Order, Product, Service, Job and Financial information is gathered in one place so we can easily see what is going on in our business."

Equally impressive for Meyercord is the access to sales data provided by Greentree. "The analytics capabilities in Greentree's Supply Chain Management

module provides us with up-to-date sales information by various product and customer classifications. This information has made management review more efficient and effective, and has enabled us to better plan for our customer requirements."

Stable environment

A stable operating environment was also a principal criterion in Meyercord's selection of a business system. The Greentree system's JADE platform, providing a highly robust system architecture purpose-built for the development and deployment of large transaction processing software systems like Greentree, provided Meyercord with further assurance that Greentree was the system for them. "Greentree delivered a reliable operating environment for Meyercord. We are happy with the day-to-day stability of Greentree and we love all the upgrades!"

The project has been delivered on time and on budget for Meyercord. "ERP Visions presented Meyercord with a fixed bid implementation so that the cost of ownership was known up front. Working with ERP, we implemented all the modules at once, with Bookings implemented at a later date."

The choice of Greentree for Meyercord has been a successful one and they have confidence Greentree will be able to meet their needs well into the future. "We were confident that the system was flexible enough to meet our current needs and future needs, which we knew were going to change. I do not see any constraints the system has. I expect to use it for many more years."



Founded in 1894, Meyercord Revenue Inc. has unrivaled expertise and experience in developing anti-counterfeiting strategies, processes and products to satisfy even the toughest product authentication and tracking challenges. Its specialised and secure web-press production facility provides high-quality graphics, image transfers, coating chemistries and proprietary labels. In 1997 Meyercord was acquired by Illinois Tool Works, a \$13 billion corporation.
www.meyercord.com

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