



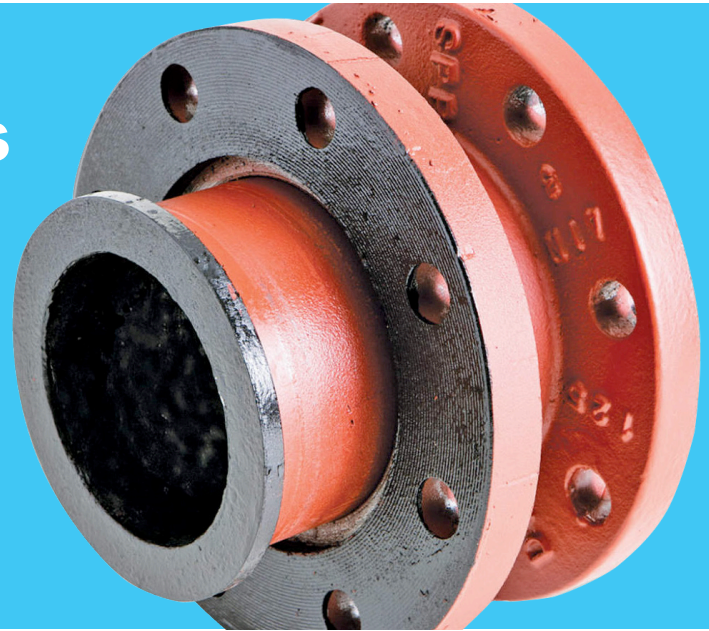
Business Automation Specialists
of Minnesota, Inc.

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Case Study

The right mix of technology and practical business experience.

Blue Patriot Upgrades Accountability With New Cloud-Based Business Central and BASM



BLUE PATRIOT FAB
STRENGTH • INNOVATION • INTEGRITY

“ We gave BASM a very short - and probably unrealistic - timeline to get us up and running. Not only did they get us going faster than we thought they could, but everyone - even long term employees who were comfortable with the old system - love it and see the benefits and time savings daily. ”

Kenneth Kempf
Owner, Blue Patriot

Blue Patriot Fab is an iron pipe and fittings fabricator in the Midwest specializing in the water and wastewater industry. With their patented Kempf Kollar, Blue Patriot Fab is an industry leader with a focus on innovative customer service.

When Kenneth Kempf purchased the company, he saw huge potential for growth but knew they needed a better system than the outdated, entry level accounting system that was in place. Ken shared, “Sage Peachtree wasn’t tracking inventory - we had to keep track of major pieces manually, and had to send manual cards to the shop to generate work orders - 1 per piece of pipe. We also had to manually create labels and purchase orders; and invoices were limited to a standardized line item format.” All the manual work was not only labor intensive but left a lot of room for errors and inventory inaccuracies.

Ken found there were very limited options when considering the complex needs of the pipe fabrication industry, so he turned to a trusted advisor with extensive experience in the industry. That trusted adviser, Ted Muntz, a member on the board of a trade association of pipe fabricators, strongly recommended Business Automation Specialists of Minnesota (BASM).

Ted worked with BASM for over 25 years to develop a program for pipe fabrication estimating, manufacturing, warehousing, and more. Over the years, as ERP solutions improved, and the pipe fabrication industry continued to become more complex, BASM continued to improve, grow and refine their proprietary Pipe Fabrication solution.

BASM suggested Microsoft Business Central’s Cloud solution, formerly called Microsoft Dynamics NAV, for the ERP, inventory management, and production inventory management; in conjunction with BASM’s Pipe Fabrication Quoting solution.

BASM's pipe fabrication quoting solution is standardized, so when Blue Patriot has upgrades on Business Central, the quoting solution is not impacted. Additionally, since Business Central is cloud based, upgrades are automatic; the client doesn't need to do anything. Another advantage of Business Central is that it includes a free outside accountant license so their accountant can log in from anywhere to manage financials. With no server, there is no capital outlay for hardware and no on-going monthly expense for an IT person to manage hardware and software.

Ken stated, "We gave BASM a very short - and probably unrealistic - timeline to get us up and running. Not only did they get us going faster than we thought they could, but everyone - even long term employees who were comfortable with the old system - love it and see the benefits and time savings daily. They even managed to do the conversion while I was out of the office with our purchasing manager setting up a new plant. Our office staff stated that the solution was easy to learn, and with excellent training from BASM, they were up to speed very quickly."

The accountability that had been so lacking before, was no longer an issue. Inventory is now under control and the information from both plants can be accessed from either location. This has allowed Ryan, Blue Patriot's purchasing manager, to move his base of operations to the new plant, while managing inventory at both locations. In addition, all the shop processes that had been taking place outside of Peachtree and were only reconciled weekly, are now automated with real time data. All the shop orders and labels can be printed from Business Central - no more

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Ken Kempf
Owner, Blue Patriot

hand-writing or manual labels. Now that everything is in Business Central, invoices are generated daily as shipments are made and the bill of lading is printed.

Ken concluded, "Our customers have even commented that they like what they are seeing on their side, including the quotes, sales confirmations, invoices, product labels and more. The level of detail and formatting is cleaner and easier for them to process on their end. Overall we are thrilled with the combination of the solutions and the service provided by BASM."

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300 Coon Rapids Boulevard NW, Suite 100, Minneapolis, MN 55433-5644 | TOLL-FREE 877 571 8580 | PH 763 571 8580

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