

The Sky's the Limit: GracoRoberts Finds a Platform for Growth in SAP Business One

SAP Business One



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Vision33

About



Headquartered in Arlington, Texas, [GracoRoberts](#) is the largest, fastest, and most technical aerospace specialty chemicals distributor to serve the global aerospace market.

The company specializes in distributing, formulating, and packaging adhesives, sealants, surface treatments, paints and coatings, composite materials, shop consumables, and more. Its expert team fulfills the needs of thousands of customers across aerospace and other advanced manufacturing markets in 100 countries.

GracoRoberts's passion for growth is displayed through its strategic partnerships, including its acquisition of SkyGeek.com. The partnership strengthened GracoRoberts's global eCommerce capabilities and offerings for all customers, especially those in maintenance, repair, and overhaul (MRO), including on-demand access to over 100,000 products from over 1,000 brands.



The Need for a Scalable, Secure Solution

GracoRoberts had two instances that required a robust enterprise resource planning (ERP) solution.

“Part of our business is for defense programs,” explains Jason Caldwell, GracoRoberts’s CEO. “As they get more stringent about their security requirements, they have rolled out a certification called CMMC Level 2. We had to achieve that, and to do that, we had to move to a more secure system.”

And because chemicals have a limited shelf life, GracoRoberts wanted a system that provided more data and detailed reporting about its inventory.

The second instance that prompted GracoRoberts to evaluate a new ERP solution was its acquisition of SkyGeek.com.



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They had several different systems,” Jason continues. “At some point, that’s not scalable. To grow that business, SkyGeek.com needed better access to data, and at the same time, we had to make it more secure.”

Standardization and Integration

Jason and his colleague Karen Ward, GracoRoberts's CIO, vetted several ERP solutions and chose SAP Business One.

Flexible and scalable, SAP Business One is one of the world's leading ERP solutions for growing businesses. Its powerful functionality makes SAP Business One a one-stop shop for accounting and finance, customer relationships, purchasing and inventory, and real-time reporting.

Aerospace and defense companies use SAP Business One to securely, transparently, and traceably model production and supply chain management processes and adapt to ever-changing industry guidelines and standards.

And for distribution, SAP Business One provides a single, transparent view of warehouse and distribution operations so businesses can deliver goods on time, optimize inventory, and boost customer satisfaction.

"We were rolling out two ERP instances, and we wanted a single solution for both," Jason says. "SAP Business One floated to the top. It clearly checked all our boxes for growing SkyGeek.com from a small to a mid-sized business and building a secure environment."

Karen adds, "SAP Business One was a good choice for us to standardize our applications and integrate with each business unit."



A Trusted, Recommended SAP Business One Partner

The difference between using SAP Business One and thriving with it lies in a company's technology partner.

When Karen researched SAP Business One partners, her peers recommended Vision33.

As a multi-award-winning SAP Business One partner, Vision33 has lived and breathed the solution for over 20 years and has the largest global team of certified consultants.

"Our Vision33 consultant is a good guy," Karen says. "He's a good partner, and he's also become a good friend. He and his colleague took excellent care of us through the whole process."





A Seamless Add-On Solution

Because SkyGeek.com had so many legacy systems, GracoRoberts and Vision33 closely collaborated to transfer everything into SAP Business One.

And to improve inventory management and shipping, GracoRoberts added Produmex Scan to SkyGeek.com's SAP Business One solution.

Produmex Scan is a robust scanning solution for SAP Business One that seamlessly automates warehouse and inventory transactions.

"The implementation went really well," Karen says. "On the first day we went live with SAP Business One, we shipped out 288 orders."



Accurate, Consolidated Data

SAP Business One has made it easier for GracoRoberts's classified business to undergo its CMMC audit and certification—an accomplishment Karen says will garner more business.

"On the SkyGeek.com side, we're seeing better, consolidated data," Jason notes. "There's no more 'system #8 says this and system #9 says that'. That's been a huge help, and our accounting team is excited to have clear, accurate numbers every day. We can mine that good data for more insights."





A Solid Foundation for Growth

While GracoRoberts is in the early days of its two SAP Business One deployments, Jason and Karen are confident the ERP solution's scalability will enable growth. Should the company decide to forge additional strategic partnerships, SAP Business One will be the gold standard for unified operations and a single source of truth.

And Vision33 will remain a steadfast partner to help GracoRoberts get the most out of SAP Business One.

"We did another ERP implementation years ago without a partner like Vision33," Jason concludes. "This SAP Business One implementation was night and day better."



Vision33 transforms business processes and results for customers by delivering value through the promise of technology and its benefits for growing businesses. For over 30 years, Vision33 has helped companies integrate and automate their business processes and applications to better serve their customers, employees, and stakeholders. The technologies may have changed drastically in 30 years, but Vision33's mission has never wavered.

With over 1,000 customers worldwide, Vision33 helps manufacturers, distributors, service firms, and SaaS businesses outperform their competition and lead their industries with successful technology investments.

With nearly 500 employees, Vision33 offers product expertise, business experience, and innovative technology leadership. Whether a global company with 100 subsidiaries or a small business, Vision33 works alongside every customer to meet their goals.

Vision33 also has formal partnerships to resell, implement, and support leading ERP applications, is a leader in cloud deployment, and has developed exclusive products, including Saltbox and iDocuments.

For more information about Vision33, visit
www.vision33.com

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