



## NewVision Software supports rapid growth and new business for Global Industrial Components

### >> Customer Overview:

From small beginnings come great results. This might well be the motto of Global Industrial Components (GIC) located in Woodbury, TN. GIC is a supplier of standard and specialty fasteners and manufactured components to the automotive industry. Their customer base reads like the Who's Who of the automotive world and they count among their customers Daimler-Chrysler, Ford Motor, General Motors, Honda, Mitsubishi Motors, Nissan, Saturn Motors, Mercedes and Toyota corporations.

### >> The Challenge:

But it wasn't always like this. In 1997, the company had three employees and was primarily a distributor of general fastener products doing 20-30 invoices per month. Several local automotive stamping companies began to request samples and pricing and Gerald Toledo, President and owner of GIC recognized the business opportunity and potential. After successfully negotiating several contracts the automotive business began to take off. With that business in place, and goals to increase that business, the company recognized that they needed a comprehensive software solution to support the increasing demands of their customers.

Toledo states, "The company's mission is to provide it's customers with a sustainable competitive advantage in today's changing markets. We seek to become partners in progress with our customers. To accomplish this we knew that we needed technology that would support this mission and grow with us, and with our customers. We also had immediate problems that we needed to resolve; control of our kitting operations was a primary need and we needed the software to support our emerging vendor managed inventory operations. In addition we had to gain control over our warehouse and shipping operations. Our customers have very stringent on-time demands that we have to meet. Over 80% of our business is contractual in nature so we needed a software partner who not only had that functionality but also had experience in that area."

### >> The Solution:

To meet these requirements, GIC selected NewVision Software from Integrated Systems Technology in Irving, TX. The NewVision solution is based on the Microsoft Dynamics - NAV software product and offers integration with the Microsoft Office suite.

The totally integrated NewVision solution from IST included modules for general ledger, accounts receivable, accounts payable, inventory, warehouse management, and specific distribution granules including production kitting and lot tracking.

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## >> The Results:

"We have experienced very rapid growth since the implementation of the NewVision software in 2001. At that time we had 7 users and we currently have 22," according to Greg Parker, GIC IT Manager, "Our revenue has tripled since the installation, we're supporting multiple inventory locations and multiple companies including an International Division which brings product into the country from China and India. IST and the NewVision software have kept up with our growth every step of the way".

Kevin Hochstetler, Director of New Business Development, stated that GIC offers light assembly services and a full line of packaging capabilities and that the NewVision Production Kitting feature was meeting all their needs in this area. "Kitting allows us to manage this important facet of our business, and gives us a level of control over our inventory and production that we did not have in the past" explained Kevin.

Warehouse operations have been automated with all incoming products labeled and bar coded. Bar coding of products combined with bin control and the use of RF for putaway and picking has streamlined product movement in the warehouse. This was also integrated with a complete shipping system which provided controls over the items being packed for shipment. "Our customers have very demanding delivery and fulfillment requirements and the automation of the warehouse and shipping activities was essential to meeting those demands. We could not have accomplished that without the improvements to our warehouse and shipping operations that NewVision allowed us to make" said Greg.

GIC recently had the opportunity to take on a new business challenge. They were approached by a large national equipment manufacturer to take over the inventory management for several of their plants. The arrangement involved being responsible for the purchasing and maintaining of stocking levels for products from multiple vendors. According to Kevin, "this was a new experience for us and a great opportunity, but to pull it off we needed the software to be able to support the effort. IST made the necessary modifications that were required and did it in a time frame that allowed us to meet the customer's requirements."

"IST and NewVision have met every challenge we've given them. Without them we would not have been able to sustain our growth and meet our customer's demands", stated Greg.

## >> About Integrated Systems Technology, Inc.:

Integrated Systems Technology, Inc. has provided software solutions for distributors for over 20 years and today provides superior distribution software and information systems for our e-commerce economy. Recognized for top features and customer support, IST provides a comprehensive answer to the automation needs of today's wholesale distribution industry.

IST's Enterprise Supply Chain Software provides an end-to-end solution for your distribution business. From the front counter to the shipping dock, all of your distribution functions are integrated in one common database insuring the completeness and integrity of your data.

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