



## **Nifast Corporation.** Gains Flexibility and Achieves High Level of Customer Satisfaction on an International Scale.

### **>> Customer Overview:**

Headquartered in Carol Stream, IL, Nifast Corporation serves its corporate clients through ten divisions stretching from Canada to Mexico. While the majority of its customers are in the automotive industry it also serves other manufacturing clients with fasteners and fastener related products.

### **>> The Challenge:**

When their software provider was acquired, Nifast Corporation found themselves faced with a decision. Stay with the acquiring company or use this opportunity to look at alternatives. According to Nancy Bryers, Vice President and Secretary/Treasurer, “we knew exactly what we wanted. We wanted more current technology, improved post sales support, and primarily, better access and visibility to our data. Nifast serves several markets through a diverse network of division and branch operations and we needed to be able to view operational results on a timely basis.”

Adding to the challenge was the fact that Nifast is the distributor of fasteners to several automotive manufacturers with heavy demands and tight schedules. In addition, their Heart of America Division relies heavily on bin stocking arrangements in its three branches to serve its manufacturing customers. “The software we selected had to meet multiple demands”, said Bryers. “Because of our geographic distribution, we serve customers in different cultures, and our product delivery takes on vastly different approaches. There was simply no room for error in making the right decision and implementing that decision.”

Nifast was also looking for a software product that had the flexibility of customization to meet certain corporate demands. “Because of our corporate ties to Japan, we are actively involved in currency exchange and needed this process automated”, explained Bryers. “This is not a feature that you typically find in distribution software packages, so we needed a product that was easily customizable to be able to handle this and other specific requirements.”

### **>> The Solution:**

To meet these requirements, Nifast 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, relationship management, warehouse management, and specific distribution granules including remote bin stocking, kitting, rework and EDI.

The cut-over to NewVision, including a complete data conversion, was accomplished by converting a division and branch at a time as well as training some 70 users in the use of the system.

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## >> The Results:

Because of their strategic relationships in the automotive industry and the on-time stocking demands of that industry, it was imperative that the software transition have no impact on their delivery. According to Nancy, "from the first day of go-live we were processing orders and meeting delivery schedules with no interruptions. We are heavily involved with EDI with one of our automotive customers and we met all their expectations and even improved on it."

"We have totally automated our bin stocking arrangements in our Heart of America Division", said Nancy, "and this is working so well that one of our other divisions is considering implementing it."

Per Nancy, "The system has also met our requirements for data access. We've used a feature called dimensions to identify all division and branch activity. Our management can now access the data by dimension at any time during the month to determine operational results and can drill down into the supporting details. This is capability that we never had with our old system. In addition, we've been able to eliminate a lot of the subsidiary records that we used to have to maintain as the information is available to us in NewVision. This is a significant savings in man hours."

"IST was able to create the currency exchange program that we needed and we have started using that now that all the divisions are automated, Bryers added, and that will also be a timesaver for Nifast. With many of our products coming from overseas, the receipt and transfer of those products to our other divisions and branches was a paper nightmare. IST was also able to automate that process and, consequently, save us many hours."

"Looking back we're convinced that we made the right software decision. The implementation was done in a professional manner, the ongoing support has been great and the results have hit our objectives" stated Nancy. "We're currently looking to change some of our business processes and expanding the functionality to take advantage of what NewVision offers."

## >> 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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