

Ready Mix USA Finds a Solid Solution in Sage 500 ERP

Ready Mix USA, LLC services the construction industry throughout the Southeast from more than 180 locations in six states. With concrete, aggregate, blocks, pavers, and natural stone products, Ready Mix USA is a dominant player in its marketplace, earning a reputation for quality, service, and community involvement. When the company sought to improve its technology infrastructure in response to rapid and sustained growth, it selected Sage 500 ERP* as its next-generation ERP solution.

Growth Prompts a Change

The company had successfully used Sage 100 Advanced ERP for years, but when acquisitions and expanding operations pushed the number of users to 160 across 29 separate company codes, Ready Mix USA began looking for a more robust and scalable ERP solution. “Sage 500 ERP was an easy choice for us,” recalls Tracy Moran, business analyst with Ready Mix USA. “The migration path was straightforward, and there were no doubts about its ability to handle our transaction volume.”

Phased Migration

The company first implemented the accounting and finance management modules while it continued using a legacy system to manage the unique requirements of its concrete block division. “We used the Data Migrator and moved our general ledger and accounts payable data,” says Moran. “Then last year we implemented the distribution modules and were able to migrate our items, quantities, and open orders so that we were able to discontinue use of the old software.”

The phased approach allowed the company the time to standardize item numbers and deduplicate its customer database. “We went from several separate systems to a single, common database—it is so much more efficient,” Moran says. “As a result of the acquisitions, we had lots of duplication among customers and vendors and different names and numbers for the same item. Bringing the data together into a single application gave us the opportunity and the ability to clean and recategorize.”

*Sage 500 ERP was named Sage ERP MAS 500 when Ready Mix USA initially implemented this solution. Product names have been updated in this case study to reflect current naming.

Customer

Ready Mix USA

Industry

Construction

Location

Birmingham, Alabama

Number of Locations

180+

System

Sage 500 ERP

Sage HRMS

Sage SalesLogix



Challenge

As the company grew, it sought a scalable ERP solution to support its expanding operations.

Solution

Sage 500 ERP was selected for its straightforward migration path and the trust Ready Mix USA had in Sage ERP solutions.

Results

All business data migrated successfully. Scalable solution supports 160+ users. Single application supports all business operations.

Enterprisewide Solution

Staff at each of the company's locations need access to the software to enter orders, check inventory quantities, and perform cash receipts. "We have more than 160 users—Sage 500 ERP handles the volume easily," says Moran. "We are impressed with the product's performance."

The company now has access to more and higher quality data than ever before. "With all of our companies and all of our divisions utilizing the same database, reports and views are much more meaningful, and are much easier to obtain," says Moran.

The SQL database lends itself ideally to integration. Ready Mix USA was able to integrate its batch mixing software with Sage 500 ERP, sending vital business data between the two applications. The interface eliminates manual data entry and helps ensure that up-to-date information is available to users of both systems.

Rich Feature Set

With the Inventory Management, Inventory Replenishment, and Warehouse Management modules, Ready Mix USA has new visibility into and control over its inventory assets. Using tools, reports, and inquiries available, the company can ensure that it maintains adequate supplies at each location and can accurately track the movement of items between warehouse locations.

The RMA (Return Materials Authorization) module has proven especially helpful to Ready Mix USA. "We are able to enter the RMA when we first speak to the customer and track the return through resolution," says Moran. "By analyzing what is returned and the reasons for return, we can identify potential product quality issues."

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Ready Mix USA

Sales tax reporting can be a complex task, further complicating when a business operates in several states as Ready Mix USA does. Moran says the Sage 500 ERP has simplified the company's sales tax reporting, ensuring accuracy and streamlining the filing process.

End-to-End Business Management Solution

"Sage 500 ERP is a sophisticated, scalable full ERP solution that we are now using to manage virtually all aspects of our business, from manufacturing to financial reporting," Moran says.

In addition to Sage 500 ERP, Ready Mix USA uses Sage HRMS to effectively manage its human resource tasks and has plans to implement Sage SalesLogix as its customer relationship management (CRM) solution. "We have experienced great success with Sage solutions," says Moran.

About Sage

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