

# BEST CONVEYORS

Manufacturer Configures Custom Conveyors for Top Retailers & Distribution Centers



## Company

### Best Conveyors

Jonesboro, AR  
www.bestconveyors.com

## Corporate Details

Best Conveyors manufactures a complete line of gravity and powered expandable, flexible conveyors. Best Conveyors specializes in designing turnkey systems for loading and unloading trucks at distribution centers and retail stores. The Best/Flex Expandable Conveyor has been proven to save time and labor, and increase overall efficiency in a wide range of applications.

## Benefits

- Cut proposal production time by 75 percent
- Improves quote-to-order ratios
- Streamlines manufacturing production order processes
- Tight integration with Microsoft Dynamics GP



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## Best Conveyors sells configurable gravity and power conveyors systems for loading and unloading trucks at distribution centers and retail stores.

### Challenge

In 2008, Best Conveyors launched a strategic initiative to reshape the organization's approach to delivering sales quotations to its clients. The goal was to deliver quotes for any of their conveyor models to a customer's unique specifications faster and with greater accuracy. Best Conveyors offers thousands of potential conveyor configurations for its clients which demanded more than five spreadsheets of data to produce a quote. "Our more complicated quotes took us at least a half a day to calculate the price and generate a bill of material," says Don Kennedy, Configuration Engineer at Best Conveyors. "We were spending too much time correcting engineering errors as well as data entry and data transfer mistakes. We just did not have acceptable accuracy with the Excel spreadsheets and in hindsight it was costing us a lot of time and money". Best Conveyors also needed a product configurator that would integrate seamlessly with their Microsoft Dynamics GP Manufacturing ERP system.

### Solution

After reviewing several product configurator hosted and on-premise solutions, Best Conveyors turned to Experlogix. "We selected the Experlogix Configurator for Dynamics GP Manufacturing for its tight integration and powerful rules and formula capabilities," says Kennedy. "We were convinced following a proof-of-concept demonstration that Experlogix could handle our complex requirements."

### Result

With Experlogix, Best Conveyors now has a single source of critical sales and engineering data while quote and order accuracy has improved dramatically. Integration of the Experlogix Configurator to Dynamics GP Manufacturing ships complete, reducing implementation time.

According to Kennedy, the complete process of getting a custom conveyor configured, the bill of material generated and the production documents created has been drastically improved. "It is all in Experlogix and GP, not scattered throughout several files. This has drastically reduced the amount of engineering change requests." All quotes and orders configured by Experlogix are saved to Dynamics GP and Experlogix even streamlines the creation of production orders in Dynamics GP Manufacturing, including configured bill-of-materials, routings and manufacturing orders.

"In addition to the improvements we have seen from Experlogix, we are also able to make ourselves more competitive with the accuracy of the information provided by the Experlogix Configurator," comments Kennedy.

Kennedy reports learning Experlogix was straightforward and intuitive. "Since the Experlogix Configurator is very dynamic by design, we are able to make continuous improvements to our implementation of the configurator. We can add more features as well as modify and make changes as our company requirements change. It is easy to fine-tune as our company grows and changes almost daily."