

Saltworks Technologies Cleans Up with SYSPRO

At a Glance

ORGANIZATION



KEY CHALLENGE

Rapid expansion required an integrated solution to manage production

KEY BENEFIT

Improved inventory control and visibility

INDUSTRY

Industrial Machinery and Equipment

END USER MARKET

Various industries

SOLUTION

SYSPRO ERP

Customer Profile

Saltworks Technologies Inc. is a privately-held water technology company that designs, builds and operates industrial wastewater treatment plants.

Their efforts are focused on zero liquid discharge, brine concentration, and industrial wastewater desalination. Saltworks Technologies' mission is to provide reliable and economic water treatment solutions to a wide range of industries.

The Business Challenge

Saltworks is a rapidly expanding organization. The steady growth necessitated a search for a robust, integrated toolkit to support higher production capacity.

The intricacy of the Saltworks manufacturing process and the abundance of components required to produce the technologically advanced systems, created the need for a meticulous inventory management system.

The Solution

Saltworks decided to move away from a spreadsheet-based approach to production management and began to investigate various ERP options. The availability of local regional support, strong financials, and specific knowledge of manufacturing industry frameworks led the company to a SYSPRO solution.

The Outcome

Effective inventory control is critical for Saltworks, as their manufacturing process consists of numerous components sourced from suppliers around the world. SYSPRO has allowed the company to successfully address this particular business challenge and has provided better visibility over movement of components between various manufacturing locations.

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“I found the advice dispensed by the implementation team around what a staged ERP deployment looks like of particular value. They really have a complete understanding of the product.”

– **Joshua Zoshi** - Saltworks Technologies Chief Operating Officer

Supporting Sustainability and Innovation

With plants sold worldwide and repeat orders from major multinational organizations, Saltworks has an established history of delivering solutions that treat the most complex brines and wastewaters.

In 2017, Saltworks won the Clean Technology Category at the British Columbia Export Awards. In 2018, they were named in the annual Global Cleantech 100, a publication of the top 100 companies in the world with innovation and technology capable of making a significant positive impact in the cleantech sector.

“Our manufacturing process is as complex as that of assembling a jet engine, and our components come from many different suppliers from many different geographical locations. This necessitates a high degree of control and visibility,” explains Saltworks Technologies’ COO, Joshua Zoshi.

As a result of this intricate manufacturing process, Saltworks requires inventory control that includes comprehensive data pertaining to the components, as well as an accurate method of tracking their movement between manufacturing facilities.

“SYSPRO’s Inventory Management suite offers all of the attributes necessary to better handle and control our stock,” says Zoshi.

The Deciding Factors

One of the criteria that Saltworks considered when they were investigating ERP options was the provision of an on-premise solution. “The security of our data is paramount, and we are most comfortable knowing that it resides within our control. Although SYSPRO does offer cloud-enabled solutions, we were pleased to discover that we had the option of either cloud, on-premise or a hybrid deployment,” remarks Zoshi.

Additionally, during the selection process, Zoshi and his team were adamant that their chosen ERP system would not be cobbled together from a myriad of different vendor tools.

“What counted in SYSPRO’s favour was the way in which the solution has grown organically and offers a single platform,” says Zoshi. “SYSPRO does not consist of an array of disparate parts and we wanted to avoid the risks associated with add-ons from numerous vendors.”

A number of additional factors secured the selection of SYSPRO. “Our investigations revealed SYSPRO’s impressive customer retention rate and solid reputation within the ERP marketplace. We also received several glowing referrals from respected sources and were keen to have local support,” Zoshi explains.

Scalability to Meet Growing Needs

With its ability to provide advanced water treatment solutions across a wide range of industries, Saltworks is a constantly evolving organization. This growth requires a system with a specific focus on supporting the manufacturing process, as it expands and transforms.

SYSPRO’s multi-tier architecture ensures that its functionality can be continually extended to meet the ever-changing business goals and objectives, as required.

“We haven’t yet explored the functionality of SYSPRO’s Material Resource Planning (MRP) offering but look forward to investigating how MRP will provide further visibility and control over our inventory,” says Zoshi.

Tangible Benefits

Saltworks embarked on a data clean-up drive while implementing SYSPRO. “While this was a challenging process, the improved quality of the data made it a worthwhile task,” remarks Zoshi.

“Deploying an ERP solution is not without its nuances, but the technical know-how of my team certainly helped to ease the adoption challenges that come with any new solution.”

“While enhanced inventory control is a major advantage, the improvement of our financial reporting, particularly project cost tracking and allocation of costs, has also boosted our business,” Zoshi concludes.

Saltworks has found greater efficiency in the high degree of integration between SYSPRO and their engineering programs, that include SolidWorks and AutoCAD.



About SYSPRO

SYSPRO is a leading, global Enterprise Resource Planning (ERP) software provider, specializing in key manufacturing and distribution industries. Our Industry-built solutions and services are designed to make things possible.

SYSPRO's ERP solution empowers customers to take the next step – whether it is expanding into new territories, adding new product lines, transforming business processes, or driving innovation. Through our ERP software, customers gain access to solutions, processes, and tools to assist in the management of data for key business insights and informed decision making. The solution is scalable and can be deployed in the cloud, on-premise, or both, and accessed via the web on any device to provide customers with choice and flexibility.

As a trusted advisor, SYSPRO remains focused on the success of partners and customers. With a strong commitment to channel partner growth, SYSPRO customers are backed by a team of global experts that drive maximum value out of IT systems and business solutions. We are committed to addressing the unique needs of our customers, enabling them to easily adapt and remain resilient. Our evolving solutions are aligned with industry trends and leverage emerging technologies that will enable partners and customers to secure a digital future and to gain a competitive advantage.

Learn more about SYSPRO's solutions for the industrial machinery and equipment industry. [Click here](#) or contact us on info@ca.syspro.com

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