



## SOLUTION BRIEF

### Customer Profile

Industrias Zanzibar is one of the Caribbean's foremost businesses, owning a large portion of the region's manufacturing market share. They operate their two state-of-the-art plants out of the Dominican Republic and Puerto Rico.

### Business Situation

Industrias Zanzibar owned two different factories in two different countries. With ePartners, the firm consolidated the two plants onto a unified Dynamics GP solution, replacing JD Edwards. Carlos Bermudez, Industrias Zanzibar founder/owner and CEO stated, "We have consolidated the work that we've been doing in the two plants in different countries. Consolidation has allowed us to improve the quality of the work we do and our customer support. We are excited about what we are achieving."

### Solution

- > Dynamics GP: General Ledger, Accounts Payable and Receivable, Sales Order Processing, Human Resources, Payroll
- > Preactor
- > eConnect
- > Datastream MP2
- > Wireless Inventory Application

### Benefits

Industrias Zanzibar's fully integrated system has increased productivity and profitability, resulting in an outstanding ROI.

### Industry

Manufacturing

## ePartners Success Story

# Industrias Zanzibar and ePartners Integrate Global Systems

## INDUSTRIAS ZANZIBAR

Industrias Zanzibar, based near Santo Domingo in the Dominican

Republic, manufactures glass containers for the pharmaceutical, alcoholic beverage, soft drink and other industries. With factories in the DR and Puerto Rico, Industrias Zanzibar is considered one of the most important manufacturing businesses in the Caribbean market.

In 1999, the firm expanded its successful operation by forming a strategic partnership with Owens Illinois' Puerto Rico manufacturing plant. Facing the challenges of running two different factories in two different countries, Industrias Zanzibar embarked on an ambitious project to fully integrate both locations into a single solution.

### Solution:

Industrias Zanzibar was a Microsoft Dynamics GP client when they contacted ePartners. Their newly acquired Puerto Rico plant utilized JD Edwards, but two separate systems were not ideal for Industrias Zanzibar and they began evaluating their options. Carlos Bermudez, founder/owner and CEO of Industrias Zanzibar commented, "We wanted to have the same platform in both places. We evaluated the JD Edwards application in Puerto Rico and the Microsoft Dynamics GP installation in the DR. Because of Microsoft Dynamics GP's ease of use, many features, and lower cost of ownership, we decided to go with Microsoft Dynamics GP for both sides of the company."

ePartners was brought in to integrate production schedules and financials at both plants, and to improve and automate inventory and spare parts systems. The project included implementing Microsoft Dynamics GP at the Puerto Rican plant and to extend the existing Microsoft Dynamics GP system with new applications like Preactor, a factory scheduling tool; Datastream's MP2 for plant maintenance; bar coding and Wireless Inventory Application (WIA) for automated inventory control; eConnect to integrate disparate data; and a variety of other programs.

## ePartners Success Story

# Industrias Zanzibar and ePartners Integrate Global Systems

### Business Benefits:

ePartners replaced the Puerto Rican plant's JD Edwards ERP with Microsoft Dynamics GP and fully integrated the systems, operations and financials between the two locations. Not only did Industrias Zanzibar save costs by standardizing on a more cost-effective solution, but one of the most immediate benefits was the access to a repository of real-time information across the entire organization.

The firm also experienced a marked increase in plant productivity and profitability with Preactor, a factory scheduling module that is fully integrated with Microsoft Dynamics GP. With Preactor, an order is automatically scheduled and loads are distributed and forecasted at the moment a new sales order is completed in Microsoft Dynamics GP. Mike Black, a senior consultant at ePartners said about the project, "Preactor is designed to take existing manufacturing orders and reschedule them, but we took it three or four steps farther. At Industrias Zanzibar, Preactor forecasts plant capacities. It takes the order from Microsoft Dynamics GP, looks at present capacity and forecasts future capacity, and distributes jobs to the plants to get the job done quickly and cost-effectively."

Factory bar coding was another critical component to streamlining processes at Industrias Zanzibar. As bottles come down the production line, robotic palletizers stack them into pallets. As the pallets roll off the line, an employee scans the bar code in a staging area, hits a button to print out the bar code

and attaches it to the pallet. In spite of different quantities of product depending on bottle size, the bar codes contain the correct number of bottles per pallet: ePartners programmed the bar coding program so it understands the quantity per pallet by bottle type. Within the warehouse, whenever a pallet is moved, operators scan the bar code to reflect the new location in inventory management. Industrias Zanzibar uses ePartners Wireless Inventory Application (WIA) to capture bar coding and other transactions from the factory floor.

Industrias Zanzibar manages their spare parts inventory and runs preventive factory maintenance with Datastream MP2. Microsoft Dynamics GP has been integrated with Datastream MP2 to connect parts purchasing information, eliminating unnecessary overages in inventory and streamlining costs.

### Future Plans:

Future plans include further consolidation and integration with projects including document management and advanced business intelligence and reporting. Industrias Zanzibar is also looking to manage depreciation costs with Microsoft Dynamics GP Fixed Assets, and is studying workflow management, Sharepoint integration and Microsoft CRM. Mr. Bermudez commented, "It's been a complex project but a successful one. We have consolidated the work that we've been doing in the two plants in different countries. Consolidation has allowed us to improve the quality of the work we do and our customer support. We are excited about what we are achieving."



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North America: 888.883.9797

International: +44 (0) 20 7190 2846

