



## Client Success BRICK IT

MANUFACTURING & DISTRIBUTION

# NET AT WORK HELPS BRICK IT LAY A FRAMEWORK FOR SCALABLE SUCCESS



## BRICK IT

### CHALLENGE

Brick It had been relying on an accounting system that did not provide a combination of broad distribution and deep manufacturing capabilities.

### SOLUTION

The company selected Sage X3 as an ideal ERP solution offering a unique combination of robust functionality, ease of use, and the ability to be rapidly implemented.

### RESULTS

- Increased visibility into production costs helps improve profitability.
- Improved forecasting, ordering and allocation functions save time and improve margins.
- Customer and employee satisfaction levels have improved with access to more accurate and timely data.
- Solution is capable of scaling with the company as it continues its growth trajectory.

Brick It manufactures and distributes an innovative grid system allowing contractors and even home owners to build their own thin brick walls using user-friendly installation parts and a large variety of brick colors and sizes. The company holds five patents on its proprietary technology, and its products adorn restaurants, shopping malls, retail stores and homes around the globe. As Brick It began laying the foundation for its future growth and expansion, it selected Net at Work and Sage X3 as part of its framework for success.

### GROWTH IN DANGER OF HITTING A BRICK WALL

The company has experienced a meteoric growth between 12 and 20 percent annually for the past several years, and quickly outstripped the capabilities of its older accounting software. “We started with QuickBooks, and later moved to Sage 300,” recalls Robert Dolinski, Managing Member of Brick It. “We recognized we needed robust manufacturing capabilities that were missing from our old system, so we began evaluating new ERP solutions.”

### NET AT WORK AND SAGE X3 CEMENT THE DEAL

Brick It looked at solutions from Oracle, SAP and Sage, and ultimately selected Sage X3. “The Oracle rep considered us too small to bother with and SAP seemed overcomplicated for our needs,” says Dolinski. “We had worked with Sage before, and Sage X3 perfectly suited our business needs while still being easy to use and quick to implement.”

Sage spearheaded the implementation, bringing in Net at Work to provide the boots-on-the-ground team to plan and execute the transition, and configure Sage X3 to match Brick It’s unique workflows. “We liked having the software publisher involved, but Net at Work was fabulous throughout the implementation and continues to be our primary resource,” says Dolinski. “If we were doing it over again, we’d simply choose to work directly with Net at Work—they provided real value.”

### AHEAD OF SCHEDULE AND UNDER BUDGET

Thanks to a committed team at Brick It and a talented consulting team at Net at Work, Brick It was live on Sage X3 in just a few months—ahead of schedule and under budget. “That doesn’t happen often in ERP implementations,” Dolinski notes. “It was a true team effort—we all worked together to bring it home.”

*“We are always adjusting and tweaking our business approach to meet market and customer demands, and in Sage X3 and Net at Work we have an ERP and a partner able to pivot with us.”*

### SKILLFULLY MANUFACTURING CHANGE

With Sage X3, the company’s transformation has been nothing short of remarkable. Previously, Brick It had zero visibility into its manufacturing costs until long after the products were completed and shipped. Similarly, forecasting, ordering and allocating inventory were manual, imprecise and time-consuming activities.

“Now, we’re able to accurately track costs throughout the manufacturing process,” Dolinski says. “We have a true 360-degree view of our operations that allows us to provide better information to our customers and to optimize our production schedule, saving time, money and improving service levels.”

As a result, not only are the company’s employees and its customers happier, Brick It is saving money through more strategic purchasing, faster order processing, and more accurate insight into the profitability of its products.

### AN END-TO-END SOLUTION

As part of the implementation, Brick It selected several third-party integrated solutions that provide additional functionality to Sage X3, and Net at Work was instrumental in configuring each of them.

“We implemented Salesforce at the same time as Sage X3,” notes Dolinski. “And we added Sage Sales Tax, Sage Enterprise Intelligence, credit card processing and shipping solutions as well. They all work together to provide us with the total package.”

### SECURING FUTURE SUCCESS

“I’d recommend the Net at Work team to any other company,” says Dolinski. “They are committed and responsible. They are large enough to have all the necessary technical and accounting expertise in house, yet still small enough to not have the red tape common in larger firms. We get outstanding support from Net at Work and their people are just fantastic.”

Armed with an innovative, in-demand product line, a capable partner, and a highly-scalable business management solution, Brick It appears ready to continue its path to success.

“With growth comes challenges,” concludes Dolinski. “We are always adjusting and tweaking our business approach to meet market and customer demands, and in Sage X3 and Net at Work we have an ERP and a partner able to pivot with us.”

#### Net at Work — Your Business, Unleashed. Unlocking the Promise of Technology.

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