



CUSTOMER CASE STUDY

# CIPLAS



“When we don't have to think about the capabilities of the system or the flexibility of the system, we can focus on our work. That is what QAD provides.”

**CIPLAS General Manager, Igal Jinich**





## CIPLAS RUNS ITS OPERATIONS ON QAD ERP FOR OVER 25 YEARS

### THE COMPANY: CIPLAS

CIPLAS is a leading manufacturer of polypropylene packaging products. For more than 50 years, the company has met its customers' requirements with high quality products and dependable, on-time service. Located in Bogotá,

| HIGHLIGHTS                |  |
|---------------------------|--|
| <b>Company</b>            | CIPLAS   |
| <b>Headquarters</b>       | Bogotá, Colombia                                     |
| <b>Industry</b>           | Packaging  |
| <b>Products</b>           | Polypropylene woven sacks, fabrics and ropes/cordage |
| <b>Solutions Utilized</b> | QAD Adaptive ERP                                     |



Colombia, CIPLAS sells its products in South America, Mexico and the U.S. Its plant is at the forefront of environmentally friendly technology and processes, with broad-based recycling and sustainability activities. CIPLAS serves the agrobusiness, construction, petrochemical, food, mining and textiles, and fertilizer industries, among others. The third-generation, family-owned company is ISO 9001: 2015 certified.

### THE CHALLENGE: CIPLAS NEEDED AN ADAPTABLE ERP TO GROW WITH THEIR BUSINESS

As the company grew, CIPLAS management looked for an enterprise solution to replace their in-house planning and information management system and a very manual process that included spreadsheets and paper. The company's goals were to centralize as much as possible on one tool to manage and process information, and to implement a user-friendly system to support its manufacturing operations. They wanted all operations, including BOMs, formulas, routing and compliance with customer requirements, among others, managed by a modern ERP solution. While their production technology was advanced, their manual information management was not.

"We had consultants suggest that we implement an ERP to gain professional management tools and empower our people. QAD ERP was the right

solution, and we've been very happy ever since implementation," said CIPLAS General Manager, Igal Jinich.

"We looked at other solutions, and heard from colleagues, suppliers, customers, and friends that their solutions were not flexible. Because Colombia's accounting and tax rules have changed over time, we needed a seamless, agile solution – that's QAD Adaptive ERP," commented Jinich.

In addition, CIPLAS management was wisely anticipating growth and diversification at the time and wanted a solution to handle their expanding portfolio of products. They knew they would need professional IT management tools to position the business for growth.



The packaging industry is a dynamic market with changing trends, new materials developed and changing client requests. CIPLAS competes with suppliers from regions all over the world and must respond quickly to customer needs.

Importantly, CIPLAS has been recycling plastic materials for 30 years as a corporate commitment and as a revenue-generating activity. To manage its recycling operations, CIPLAS requires real-time data to run the complex production cycle.

### THE SOLUTION: CIPLAS IMPLEMENTS QAD ADAPTIVE ERP TO SUPPORT ALL MANUFACTURING OPERATIONS

CIPLAS selected QAD Adaptive ERP for its flexibility and robust features. The company expanded its use of QAD Adaptive ERP to include plant management, scheduling, planning and accounting functions. Management chose QAD to centralize its operations and information flow on one tool with full transparency into the company's processes. Moreover, CIPLAS required an intuitive system

that its users could interact with every day. QAD Adaptive ERP is a good fit for CIPLAS to help them better respond to ever-changing customer requirements and trends in the plastics packaging industry.

“When we don't have to think about the capabilities of the system or the flexibility of the system, we can focus on our work,” said CIPLAS General Manager, Igal Jinich.

### THE BENEFITS: CIPLAS ACHIEVES GROWTH OVER 25 YEARS WITH QAD ERP

In addition to the enhanced capabilities CIPLAS recognized with QAD Adaptive ERP, the agility of the solution allowed them to continue operations during the COVID-19 pandemic. The company was able to maintain operations uninterrupted, with sales, accounting, administrative and some production staff working virtually. The ability to access real-time operational data from anywhere, at any time gave CIPLAS a significant advantage, and resulted in non-stop, seamless production.

“We're layering more complexity into our production cycle and our recycling. If we don't have the real-time information from QAD, we can't make the proper decisions about production, marketing, costing – everything. QAD gives us the ability to handle that complexity.”

With QAD Adaptive ERP, CIPLAS has identified numerous benefits as the organization has grown:

- Real-time data supports just-in-time deliveries
- Data transparency aids decision-making
- High quality data has promoted operational efficiencies resulting in expanded exports
- CIPLAS' IT group has the ability to create customized reports with ease
- Forecasting and data modeling help CIPLAS respond to changing business models
- CIPLAS' recycling activities are coordinated within QAD

The company has achieved its growth and success with QAD as a valuable technology partner. Throughout the years, as it developed new products and grew its customer base, CIPLAS relied on the benefits of using QAD Adaptive ERP.

In the past 10 years, CIPLAS increased sales and the number of kilograms processed by more than 150%. It achieved this growth with efficiencies, productivity and planning afforded by the QAD solution. CIPLAS did not have to invest in large amounts of working capital to maintain inventory because it produced and



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“QAD is a robust, solid and **100% reliable system with 100% support** – in 25 years, we’ve never had a day where we’ve stopped production because of QAD.”

delivered its products using just-in-time procedures aided by the real-time data accessible in the system. The company has the data transparency into each product, its recipe, its production process, its routing and any constraints that might affect the production.

CIPLAS has likewise tripled its exports, mostly to the U.S. and Mexico. Having good operational data about inventory, quality, production and delivery, CIPLAS has gained a competitive edge over other producers in the industry and maintained excellent customer satisfaction.

Easily using data and functions from QAD ERP, CIPLAS IT team members have created customized reports to respond to requirements from different

departments, including operations, maintenance and sales. As an example, CIPLAS’ IT group developed reports breaking out costs by machines and operators based on a QAD report. It took only a couple days to create the in-house report to conduct the needed analysis.

As another example of QAD ERP’s benefits, CIPLAS found that certain reports were only necessary to document activities by shift rather than by the hour. Having the information easily available meant CIPLAS management could make the decisions about what was adding value and what was not. As a tool, QAD ERP delivers forecasting and data modeling for more precise decision-making as the company’s business models evolve.

CIPLAS’ recycling business involves a complex production cycle requiring real-time, accurate information. Approximately 15% of CIPLAS’ sales are from recycled material, including recycled twine from banana production. The company collects information about sources of industrial waste it can recycle and how it processes it and sells it. Real-time information impacts everything the company achieves in recycling.

“About 25 years ago, we were 10% the size we are now. We’ve grown with this single IT solution. We achieved this growth with one tool, QAD ERP,” commented Igal.