

# Perryman & associates

Customer Success Story

## Finding a New Path after Solution Retirement

In the serene pocket of Norwood, Massachusetts, Savogran started as a family-owned company in 1875, switching to employee-owned in 1987. It has produced and distributed paint removal products, solvents, cleaning and patching compounds, and other home upkeep items since that time. Throughout the years they had used Sage PFW Process Manufacturing for their accounting and process manufacturing requirements, and as it retired Savogran began to look at other options.

### Searching For the Right Solution

"We had been using Sage Platinum for Windows well past the expiration date," says Mark Monique, president. "Sage had retired it years before, and we were still using it because it was so reliable. It was time to upgrade to something keeping with the times."

Thus began the pursuit for a solution more suited to Savogran's needs. Their search led back to Sage software. Savogran had used Sage for years and was happy with its reliability and wanted to migrate easily with something new. Savogran had been using TrueCommerce EDI for a long time as well, and specifically wanted an ERP that would work with this particular third party software. That's where Sage 100 came into play.

### The Game Plan

Sage 100 with Formulator would provide Savogran with a strong process manufacturing solution with more functionality and user intuitiveness. It was more suited to the process manufacturing world than other ERPs with modules like Bill of Materials and Material Requirements Planning. Modules such as these provided all the required paperwork to comprehensively finish a job comprised of multiple formulas, materials and production steps. Sage 100 made sense for Savogran's migration and

### Challenge

After many years of using Sage PFW, it was retired and Savogran needed to find a new solution to meet their needs.

### Solution

Savogran moved to Sage 100 and started using Perryman's Formulator Connector. The combination of these two solutions, Savogran was able to stay within the Sage family and continue using third party integrations.

### Results

Savogran now has the ability to use Sage 100 and their third party products seamlessly, with the help of Perryman's Formulator Connector.

### Customer:

Savogran

Norwood, MA

[www.savogran.com](http://www.savogran.com)

### Company Profile:

Industry: Process

Manufacturing/

Chemicals

“The process of doing our business suddenly became so quick.”

Mark Monique  
President of Savogran

with Perryman's help, Savogran was able to seamlessly upgrade to Sage 100 and Formulator, a chemical/formula allocation software. This solution became invaluable to their manufacturing process.

Most importantly, with the use of Formulator they could take advantage of Formulator Connector (a custom Perryman product) that integrates Sage 100 and Formulator effortlessly. “It worked with Formulator, it worked with our transaction manager software, it connected everything,” says Monique. “The process of doing our business suddenly became so quick.” There was more functionality right at his fingertips. Monique was excited they were able to export all their formulas, accept credit cards, have separate barcodes for their products, and so much more. “There were more steps,” adds Monique, “but it was easy to learn, saved time, and was pretty simple.”

the Perryman support staff and implementation teams indispensable. There was little to no interruption in Savogran's business as they made this huge change due to Perryman's very responsive, technically competent, and punctual support. Together, Savogran is ready to meet the next century in their celebrated history.

### Perryman Support

The Sage 100 and Formulator solution allows Savogran to continue the business that has been going strong for over 140 years. The Perryman team was an additional plus to upgrading their system. “I was so glad to work with consultants who had an understanding of accounting plus Sage 100/Formulator,” said Monique. That combined knowledge made

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