

Date of publish: 03-12-2024

SYSPRO Enables 113% Profit Jump for Palmer's Cocoa Butter Maker

Leveraging advanced MRP features in SYSPRO 8 yields significant ROI



E.T. Browne Drug Co.

Established in: 1840

Company size: +200 employees

E.T. Browne is one of America's oldest skincare companies best known for its iconic Palmer's Cocoa Butter.

Founded in 1840, E.T. Browne Drug Co. is a global pharmaceuticals manufacturer with +200 employees. Best known for its Palmer's Skin Success line, E.T. Browne has relied on SYSPRO for over 25 years and recently upgraded to SYSPRO 8.

Their Challenge

E.T. Browne needed to improve inventory management, demand forecasting, and supply chain visibility across its global operations. The company wanted to reduce inventory costs while maintaining high fill rates and meeting growing consumer demands for sustainable packaging.

SYSPRO Solution

In 2023, E.T. Browne upgraded from SYSPRO 7 to SYSPRO 8, focusing on leveraging the system's material requirements planning (MRP) and forecasting capabilities. Key implementations included:

- Demand forecasting within SYSPRO
- Supply chain transfer functionality for better visibility of subsidiary warehouses
- PO review module for streamlined purchasing
- Weekly inventory position projection reports

The Outcome

After bringing in SYSPRO to do native demand forecasts, E.T. Browne was able to better evaluate key markets and key customers, enabling their forecasting and capacity planning to be much more accurate. As a result, they can achieve a fill rate of greater than 95% and are able to process their purchase orders much sooner, resulting in better supply.



"We've successfully relied on SYSPRO for more than a quarter century while both growing and aligning our business to take advantage of the enhancements of the platform."

– **Pieter Goes**, Vice President of IT & BI, E.T. Browne.

E.T. Browne's full utilization of SYSPRO's capabilities led to remarkable improvements:



- 22% inventory reduction/li>
- 113% profit increase
- 7% revenue growth
- 95%+ forecast accuracy
- 99.5% fill rate
- Increased PO automation

In the future, the company plans to use SYSPRO for managing challenges like transitioning to recycled packaging and potentially migrating its UK office's accounting system.



Implementation Partner

Unimatrix Computer Solutions



Since the year 2000, Unimatrix Computer Solutions, has been helping organization overcome technology barriers. Our team of experienced professionals has helped transition manufacturers from paper to EMR systems. Our capability to rapidly build and deploy custom programs that streamline day to day operations has helped us outpace competition. Reach us for all your SYSPRO ERP integration and IT solutions requirements. [Contact Partner](#)

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 ERP solutions at www.syspro.com or contact us on info@syspro.com