

Date of publish: 01-04-2025

Keegor achieves 157% revenue growth with SYSPRO

Insufficient controls in the warehouse, inaccurate costs and the possibility of fraud as a result of manual systems



Keegor Group

Established in: 1959

Company size:

Customer Profile

Established in 1959 as Leonard Light Industries, the Keegor Group of companies manufactures fire assay and gold plant furnaces, machinery and requisites. The KEEGOR brand is world renowned in the precious metals assaying and refining sectors, with equipment operating and consumables used in mines, laboratories and refineries in various countries across six continents.

Their Business Challenge

The Keegor Group needed an integrated ERP solution to address challenges such as insufficient inventory and operational controls, outdated processes and delays between quoting customers and delivering product which made it difficult to provide the desired levels of customer service.

The Solution

A long-term SYSPRO client, Keegor initially selected the SYSPRO solution in 2011 based on its position as a leader in manufacturing software as well as its cost-effectiveness and ease of use. Further critical factors influencing the decision included strengths in inventory reporting and job shop manufacturing. Keegor's SYSPRO solution is integrated with Microsoft ODBC and GreenLine general ledger reconciliation software.

The Outcome

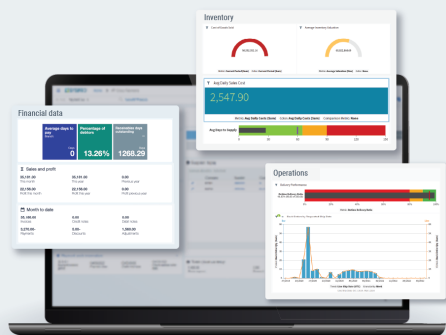
Keegor has transitioned away from a largely manual system, which was vulnerable to error, towards a fully integrated solution with high levels of automation, efficiency and accuracy.

“Before implementing SYSPRO, we were concerned about insufficient controls particularly in the warehouse, inaccurate costs and the possibility of fraud as a result of manual systems which extended from our cash books to the annual stocktake. With SYSPRO, and particularly since upgrading to SYSPRO 8 in 2019, we have been able to achieve 157% revenue growth.”



“With SYSPRO, and particularly since upgrading to SYSPRO 8 in 2019, we have been able to keep pace with revenue growth of 157%. Our profit before tax has increased by 864% and sales per employee have risen 111%.”
– **Michelle Austin**, Financial Director, The Keegor Group.

Reaping the rewards of a fully integrated ERP solution



Keegor recognized the need to drastically tighten controls by putting processes and procedures in place to guard against theft and enhance the accuracy regarding the cost of each job. Physical order books were prone to human error, fraud and the manual cash books were outdated.

“We needed all aspects of the operation to be integrated and talk to each other, and to make sure everything balanced,” Austin says. “Stocktakes were only done annually which meant that problems were identified too late to be addressed. That affected our customer service when we couldn’t meet promises to the customer because information on the stock available wasn’t accurate.

“In our bid to streamline processes and procedures, greater visibility as well as the ability to better segregate duties was essential. Our staff now have access to self-service features which help them investigate data or find information which was previously elusive. End-to-end visibility across the organization has given our stakeholders easy access to that information,” Austin says.

Tackling the MRP challenge

A high level of customization means that Keegor manages thousands of stock codes. This has made Material Requirements Planning (MRP) a challenge in the past, as each stock code has to be set up strategically and individually.

During the Covid lockdown in South Africa, however, the team made the most of the time to focus on optimizing SYSPRO MRP and implementing it in certain areas. This is starting to bear fruit, with significantly improved stock levels.

“We are able to make sure we’ve got the right components at the right time,” Austin says. “Overall, MRP has helped us reached nearoptimum levels of stock.”



Implementation Partner



Intuitive IT Solutions CC

Intuitive IT Solutions will take your business into new frontiers with the best ERP package in the market. Intuitive IT is expert in delivering SYSPRO solutions and devoted to growing its clients' businesses. As a SYSPRO partner, Intuitive IT Solutions understands its clients' business needs. With decades of SYSPRO experience and full accreditation as SYSPRO consultants, the company provides skills in Project Management, Business Process Modelling and adopting best business practices. It ensures implementations are done on time and within budget, offers high-quality training and maintains professionalism.

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