

SYSPRO Helps TrafFix Achieve Digital Transformation of Operations

TrafFix maximizes success with single source of the truth



TrafFix Devices

Established in: 1986

Company size:

Customer Profile

Established in 1986, TrafFix Devices manufactures traffic control devices and crash attenuation products. The company's products are designed and engineered to meet the highway requirements of countries all over the world. This requires excellence in engineering and a clear understanding of the performance requirements in each of the countries where it operates. It is a leading player in the attenuation space, with major market share.

Their Business Challenge

TrafFix initially implemented SYSPRO in 2014. The company had outgrown its existing systems and needed a fully integrated ERP solution to support its growth as well as short- and long-term objectives. The recent upgrade to SYSPRO 8 was an integral part of the digital transformation of the business.

The Solution

As part of its digital transformation journey, TrafFix upgraded from SYSPRO 7 to SYSPRO 8. With this fully integrated system, it has a single source of the truth that is trusted by the organization and used to make informed decisions across all levels.

The Outcome

The main driving force behind TrafFix's decision to embark on a digital transformation journey was the desire to be better as an organization across the board. The SYSPRO team maximized TrafFix's success, guiding its transformation journey to ensure the objectives were met. As a result, TrafFix has completely digitally transformed its operations across all aspects of the business.



"We wanted to sell more, carry less inventory, improve the customer experience and process the same or more transactions without increasing our headcount. Also, we wanted to be less reliant on paper, more agile and quicker in making the right decisions."

– **Cobus Conradie**, IT Director of TrafFix.



SYSPRO 8 Benefits to Customer

- Doubled topline revenue and transaction volumes without increasing headcount
- Digitally transformed operations across the business
- Access to a single source of the truth
- Digitized warehouse where every activity is automated
- Transparent operations give decision makers valuable insight into possibilities for growth and improvement
- Self-generating lead times provide accurate Available to Promise and Capable to Promise data
- Improved customer delivery and satisfaction
- More reliable, accurate sales orders
- Accurate, real-time average costing

TrafFix conducted a full business process review which helped obtain buy-in from staff. Before upgrading to SYSPRO 8, the company installed a test server to mitigate risk. It also conducted extensive due diligence and change management to ensure employees were ready for the change.

The TrafFix management team viewed SYSPRO as a toolbox to assist in achieving its digital transformation objectives. A joint TrafFix/SYSPRO team implemented various proactive notifications which provide bite-sized chunks of information exactly when they are needed, such as warnings for possible duplicate orders, possible errors in order entry and changes in lead times.

SYSPRO recommended that TrafFix move from an open pricing structure to a system-managed pricing structure to achieve more accurate sales orders. As a result, orders are more reliable and accurate, and checks and balances are in place to obtain accurate real-time average costing.

TrafFix has already implemented fully automated robot arms which take care of jobs that could be dangerous for employees, and carry out those tasks in a reputable and scalable manner. A future goal is to integrate those machines directly into SYSPRO so that operators don't have to post transactions. Instead, the machines will communicate and post transactions as products are manufactured, to fully automate each loop.



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