

CASE STUDY



Progressive Sealing

OSI Helps a Leading Company in the Sealing Devices Industry Seal the Deal for Improved Control, Profitability, Efficiency, and Management Guidance



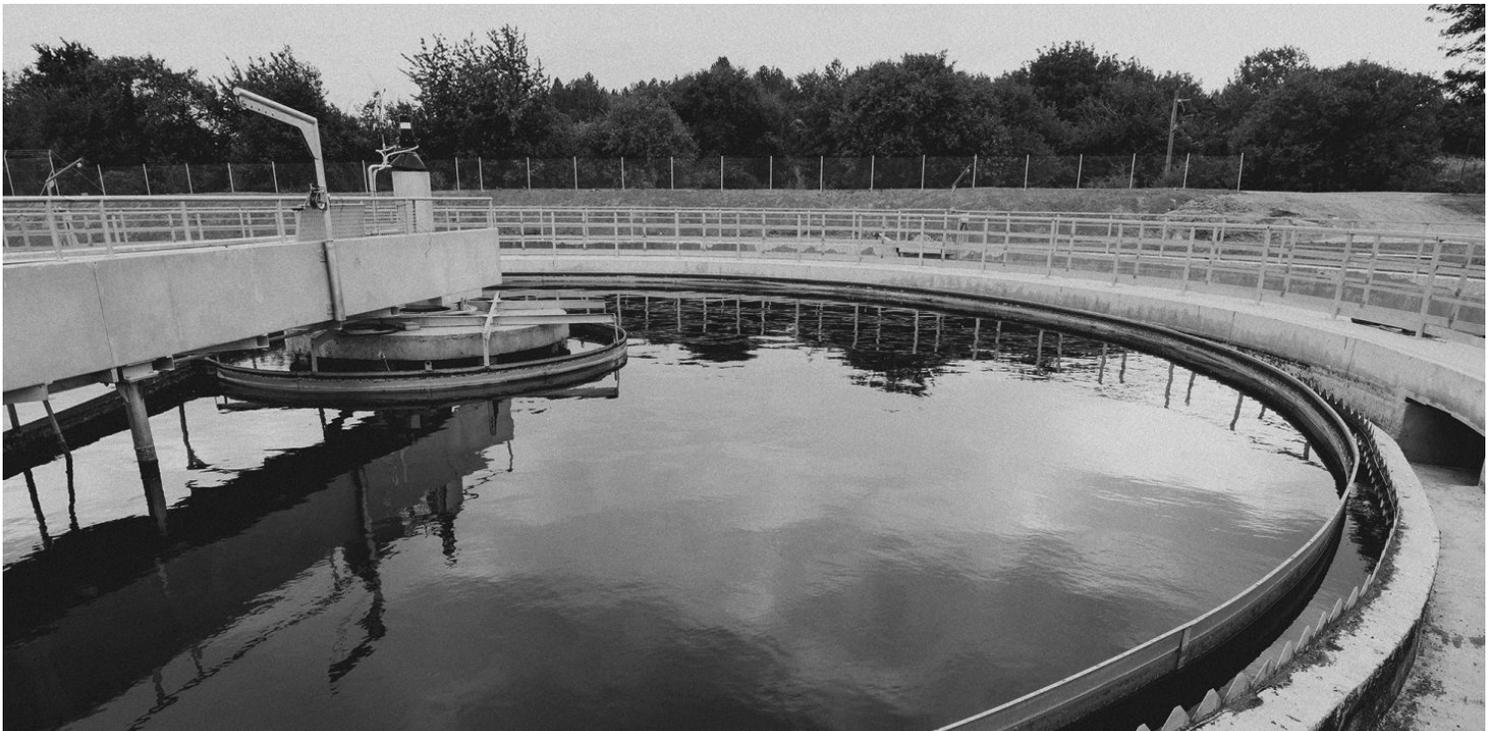


## Progressive Sealing's storied history

Progressive Sealing supplies engineered solutions for industrial sealing applications.

Since the 1980s, Progressive Sealing has been a leader in creating unique and reliable solutions. Progressive Sealing specializes in large, critical and hard-to-seal applications for companies that maintain vital infrastructure and industry in Canada, including:

- + Mining
- + Pulp & Paper
- + Water/Waste Water
- + Hydropower
- + Chemical Processing
- + Oil & Gas



# Situation

The Progressive Sealing team prides themselves on meeting the most urgent and unique demands of customers. But in 2014, the unintegrated and dated systems they had in place held them back. They had no ability to meaningfully track sales and purchasing history—critical information across the business was siloed.

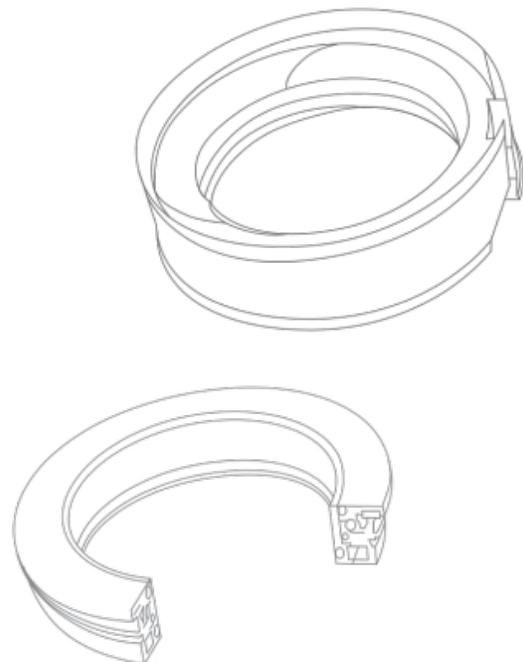
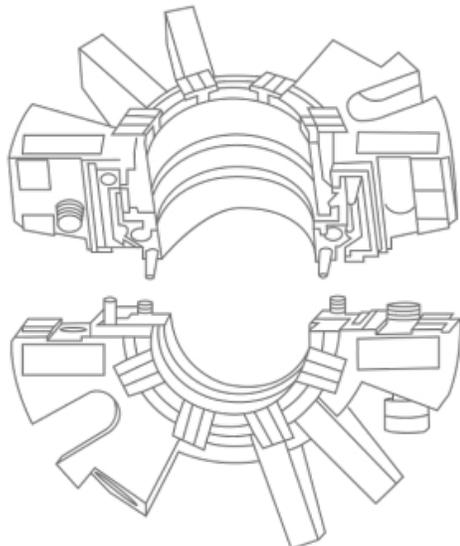
Nick Burdick, Business Systems Leader, faced a number of challenges. The team was entrenched in the existing workflows, needed to rethink business processes, and focus on user training. Budgets were limited, and Nick needed to do more with less.

Nick knew more powerful tools existed, so they searched for the right solution. The Progressive Sealing team decided to implement an open source ERP solution with Odoo for the freedom, flexibility, and power it creates.

## Need-Based Goals

OSI's business consultants worked with Progressive Sealing during the initial workshop to identify their key needs for integration.

- + Implement straightforward quoting process.
- + Streamline invoice and payment processes with multi-currency.
- + Improve sales forecasting.
- + Enhance product cost tracking.
- + Create visibility across divisions throughout the organization.



# Process

OSI's proprietary in-depth, four-step approach to integration ensures a smooth transition to a reliable ERP system which provides better business guidance and control:



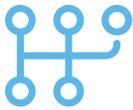
## Analyze

Determine your situation, goals, timeline, cost, and the best way to build a prototype that best fits your needs.



## Optimize

Advance and simplify future phases of work by optimizing the more critical parts of your business systems.



## Automate

Streamline the experience to encourage optimal choices, while giving the flexibility to react to special cases.



## Transition

Coach, train, and support your team members as they become accustomed to using the new operating systems.



# Results

OSI and Progressive Sealing built a new, integrated ERP system that has created opportunities for additional growth. The new system enables simplified and streamlined workflows so that the Progressive Sealing team is better able to serve their customers. With massive efficiency increase in invoicing and sales, Progressive Sealing is able to match their competitor's sales figures with a fraction of the staff.

## Progressive Sealing's New Open Source ERP includes:

- + Accounting
- + Sales
- + Purchasing
- + Manufacturing and Warehouse Management
- + Inventory Management
- + Streamlined sales quotes, ordering, and invoicing workflows
- + Transformed informational visibility across the business
- + Improved sales forecasting
- + Reduced waste from workflow redundancy

*“ We now have one version of the truth. It's eliminated confusion, saving us precious time and resources. We have enabled the company's scaling – supporting meaningful revenue growth, without increasing sales staff. ”*

NICK BURDICK, BUSINESS SYSTEMS LEADER



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