



Progressive Components
Stays on the Cutting Edge with
Upgrade Services from
Armanino

Case Study

At A Glance

Whether it's electrical switches, medical devices, automotive bumpers, or some other injection-molded product or element, chances are that Progressive Components furnished parts for the mold. A leader in supplying the production tooling industry, the privately owned Progressive Components strives to remain cutting edge in both its products and its business environment. With help from Armanino, the manufacturer upgraded and migrated its enterprise resource planning tool, Microsoft Dynamics GP, to the cloud in Microsoft Azure.

Software & Services:

- Microsoft Dynamics GP
- Armanino upgrade and migration services

Benefits:

- Consolidated multiple instances of the ERP system into one to reduce maintenance overhead
- Upgraded the ERP system to the latest version to take advantage of new capabilities
- Migrated to the cloud for greater business continuity and rapid availability of new features

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-Danny Clemenson
Business Analyst
Progressive Components

Business Challenge

Progressive Components, headquartered near Chicago, Illinois, develops and distributes components for the production tooling industry. "It's like a hardware store for someone who builds the molds for injection-molded plastic items," says Danny Clemenson, business analyst at Progressive Components. Privately held and founded in 1987, Progressive Components provides off-the-shelf standards designed to accelerate the building of molds and reduce costs and downtime. It operates through a network of direct and regional distributors throughout North America, Asia and Europe.

The manufacturer has been relying on Microsoft Dynamics GP—an enterprise resource planning (ERP) system—since the 1990s, when the software was first created as Great Plains software. Over the years, the company hosted its ERP system with various technology infrastructure and service providers.

With a small IT staff, Progressive Components prefers to take advantage of external IT services to help it complete larger projects efficiently and effectively. "The problem was that every time we had a project we needed help with, the value-added reseller we were working with would come back with a much larger scope—and price tag—than required," says Clemenson. "Finally, a trusted colleague of mine referred me to Armanino."

Solution

Armanino^{LLP} is the largest independent accounting and consulting firm based in California and one of the largest Microsoft Dynamics Partners in the U.S. A Gold Certified Microsoft Dynamics ERP Partner, Armanino's Microsoft Dynamics practice provides implementation, training, and consulting as well as upgrade services to help companies such as Progressive Components optimize the benefits of their Microsoft solutions. "I was very impressed with the folks from Armanino and recommended that we engage with the firm to help us with a planned Dynamics GP consolidation," says Clemenson.

The first project involved consolidating different installations of Dynamics GP onto one hosting platform and upgrading to the latest version of the ERP software at that time. The migration included integration with third-party products such as StarShip shipping software and credit card processing from Nodus Technologies. "We had a great experience with Armanino on this initial project," says Clemenson. "I knew we'd continue to take advantage of the Armanino team's expertise."

The manufacturer next turned to Armanino when it was time for another version upgrade of the ERP software. This project also included moving the hosted application to new servers.

The most recent engagement involved migrating the company's ERP system, along with its integrations with third-party applications and modules, to the Microsoft Azure cloud. The company is already using a variety of Microsoft applications in the cloud including Office 365, Microsoft Exchange, Dynamics CRM, and SharePoint.

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Results

With help from Armanino, Progressive Components stays up-to-date and well prepared to take advantage of the latest features and functionality available in Dynamics GP. "We try to stay cutting edge," says Clemenson. "Now we're on one platform, in the cloud."

With its latest project and move to the cloud, the company also gains greater business continuity in the event of unexpected issue at its headquarters. "If there's a disaster of some sort or really anything that happens that prevents us from using our current physical location, we can hand out new laptops and be ready to continue serving our customers," says Clemenson.

Unlike the relationship with the manufacturer's previous VAR, Clemenson appreciates the frequent and open communication he has with the Armanino team. "If I reach out to Armanino, I know that things will happen and any issues will be resolved," says Clemenson. "It's the great communication that makes the relationship so successful."

Next Steps

Knowing that his company is prepared for whatever comes next, gives Clemenson peace of mind. "It's good to be ahead of the curve and well positioned for the coming innovations in technology that can help our business continue to succeed in an increasingly digital world," says Clemenson.

About Armanino^{LLP}

Armanino^{LLP} (armaninoLLP.com) provides an integrated set of accounting services—audit, tax, consulting and technology solutions—to a wide range of organizations operating both in the US and globally. You can count on Armanino to think strategically, to provide the sound insights that lead to positive action. We address not just your compliance issues, but your underlying business challenges, as well—assessing opportunities, weighing risks, and exploring the practical implications of both your short- and long-term decisions. When you work with us, we give you options that are fully aligned with your business strategy. If you need to do more with less, we will implement the technology to automate your business processes. If it's financial, we can show you proven benchmarks and best practices that can add value companywide. If the issue is operational, we'll consult with your people about workflow efficiencies. If it's compliance, we'll ensure you meet the requirements and proactively plan to take full advantage of the changes

at hand. At every stage in your company's lifecycle, Armanino can help you find the right balance of people, processes and technology.

About Armanino's Microsoft Dynamics Practice

Armanino is one of the largest Microsoft Dynamics partners in the nation as a value-added reseller (VAR) and implementation partner for Microsoft Dynamics CRM, Dynamics AX, and Dynamics GP. Additionally, the firm offers the Microsoft Dynamics AX for High Tech Industries™ Certified for Microsoft Dynamics (CfMD) solution. This product helps software and internet, semiconductor, medical device and electronics manufacturers to empower their sales forces, cut costs and time-to-market, improve forecast accuracy, and manage distributor relationships and supply chains. As a Microsoft Inner Circle member, Armanino is among the top one percent of partners around the globe.