



SWK
TECHNOLOGIES

CLIENT: Mold In Graphics Systems®

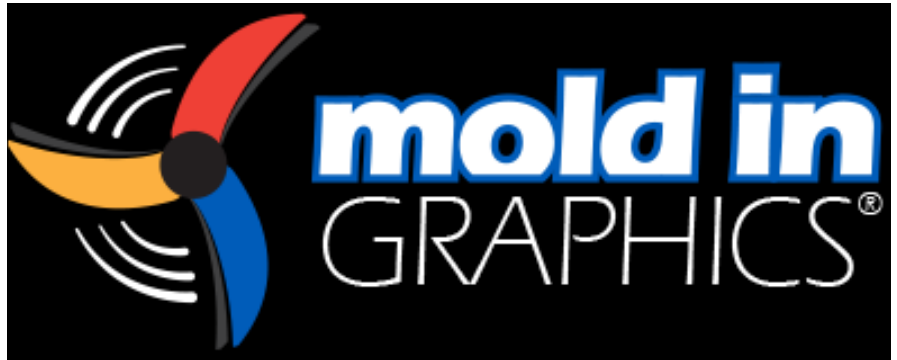
- **Manufacturer and distributor of permanent molded labeling for plastic surfaces**
- **Founded in 1983**
- **Based in Clarkdale, AZ**
- **Customers include General Motors, John Deere, and YETI**
- **Almost 50% of business with overseas clients**
- **Uses Acumatica Financial, Manufacturing, Distribution and Customer Management suites**

SWK Helps Mold In Graphics® Connect Acumatica with Their Supply Chain

About Mold In Graphics Systems®

Mold In Graphic Systems® (MIGS) is a manufacturer and distributor of permanent labeling used for polyolefin plastic materials.

Founded in 1983, MIGS operates from a manufacturing facility in Clarkdale, Arizona, and distributes their products to five continents. "About half of our business is now overseas," says current President, Matt Stevenson. His father, Mike Stevenson,



began what would become MIGS out of his garage while living in California after seeing the need for permanent labeling for plastic surfaces. "[He] was approached by a customer who was frustrated with not having permanent labels on their drink dispensers," says

Matt. "That's what spurred the whole thought process in his head that there had to be something better, which is why he invented the first Mold In Graphic® in the first place. The company has gone on to serve literally thousands of customers worldwide."

An Original Technique and Product

The signature Mold In Graphics labels utilize a unique process and technology that produces a higher-quality end product.

MIGS Graphics are applied to polyolefin during the rotational molding cycle and tested for exposure to the elements, chemicals and hazardous emissions to ensure their durability. "Anyone that wants their labels to last, uses us," says Matt. "None of our labels stick to polyolefin, because nothing does stick to polyolefin, so that's what makes our stuff unique...our labels literally melt into the plastic."

"[T]here are other potential solutions for decorating plastics, but there is no other truly permanent solution to decorating plastics like we have," says Darren Gemmill, COO at MIGS. In addition to the MIGS Graphic line, Mold In Graphic Systems' also include their Mold On Graphics®, which are permanent labeling applied post molding thermally, as well their Surface Enhancers which cover uses from cleaning to repairing to adjusting the color of a plastic surface.



An Original Technique and Product (cont'd)



MIGS founder Mike Stevenson

MIGS distributes their products internationally through partners in Europe, Asia, Africa and both American continents for use in dozens of sectors. “Almost every industry uses plastics,” says Paul Bolen, MIGS’ Senior Director of Systems

Administration. Mold In Graphics caters to a wide range of customers, from automotive manufacturers to nonprofits to food service businesses, and their clientele includes names such as YETI, Hobie Kayaks and General Motors.

“If you see a John Deere logo embedded into the plastic on any John Deere equipment, we made that,” says Paul.

In addition to the challenge of adjusting production runs for products in different industries, the majority of inquiries MIGS receives are for custom orders. This puts added stress on their manufacturing processes and causes lead times to vary between runs. Mold In Graphics has adopted Six Sigma methodologies to

ensure efficiency while maintaining the quality of end products, but the number of processes and unique factors that must be tracked creates an overabundance of data to sift through.



A True Manufacturing Solution

Mold In Graphic Systems® had previously used Sage 500 (formerly MAS 500), but decided that it was inadequate for their needs. They had incorporated several external

solutions to manage their many separate processes, but could not connect them to their Sage 500 database. MIGS was forced to rely on manual entry in several different siloes, which also cut off visibility between departments and prevented them from sharing critical data.

MIGS began reviewing alternative software solutions before migrating to SAP Business One (B1) in 2016. However, they quickly ran into obstacles with their new system and found that it did not fulfill their expectations

for functionality or pricing. “SAP did not meet our business needs at all,” says Paul.

The MIGS team had also viewed Acumatica when deciding between software choices and reached out to SWK Technologies to get another look at the cloud ERP. They found that the system had advanced considerably since they last saw it in 2016, and became convinced that it would continue to grow and be supported into the future. “Everybody was raving by how mature the program became,” says Paul. “Acumatica had come a long way.”



Leveraging Modern Cloud Technology

Mold In Graphic Systems® decided to make the switch from SAP B1 to Acumatica and were able to complete the implementation within a year with SWK's help. The solution was able to handle most of their demands "out-of-the-box" without needing additional work beyond some customizations.

Along with the core Acumatica software, MIGS selected additional modules for Finance, Manufacturing, Distribution and Customer Relationship Management. This complete system delivers a comprehensive and fully automated view of the entire company's operations. Acumatica Cloud ERP has provided Mold In Graphics with uninterrupted document flow between business units without having to manually

grant departmental access, cutting down on time costs between data management tasks.

Leveraging Acumatica's Software-as-a-Service (SaaS) deployment has also provided MIGS with added flexibility for users, freeing them from relying solely on rigid Windows-based desktop machines. "Acumatica being cloud software and having a SaaS option was a big benefit, especially because we would not be tied to a single software platform," says Paul.



**"Mike [Schmitt]
and the team at
SWK were some
of the best
consultants that
I've worked with
in 35 years"**

SWK and Acumatica Enable Success for MIGS



The hosted deployment allows users to move beyond static workstations and utilize real-time mobile access to interact with the ERP's functions from anywhere. With up to a third of their manufacturing personnel using Chromebook devices, MIGS has been able to take full advantage of Acumatica's mobility to cut down on their operating and time costs during production runs. "[It] was a huge advantage as far as the IT department was concerned," says Matt Barrett, one of the ERP Project Managers at Mold In Graphic Systems® during the implementation.

The successful implementation of the new system for Mold In Graphics was facilitated by SWK's Acumatica consulting team headed by Michael Schmitt, who helped MIGS capture the level of functionality they required. "Mike and the team at SWK were some of the best consultants that I've worked with in 35 years," says Paul. Matt Barrett and Tonya Brogdon - the other ERP Project Manager - added "SWK provided fantastic guidance as well as go-live and post go-live support" and "I don't think we would be where we are without them," respectively.

If you want to learn more about how SWK can help you with your business process challenges, and how the latest software and technologies can help you integrate, automate, and secure your systems, contact us today.

120 Eagle Rock Ave
East Hanover, NJ
07936 Suite 330

Phone: 973-758-6100

Fax: 973-758-6120

Email:
info@swktech.com



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