# Metal Technologies, Inc.

## MetalTechnologies™
### More than metal.

**Industry**
Metal Technologies, Inc.

**Products**
Odyssey Cloud ERP

**Summary**
Metal Technologies relies on the cloud- based Odyssey enterprise resource planning (ERP) system to manage the majority of its manufacturing, quality, sales, finance, inventory, and data analytics operations.

## Metal Technologies Accelerates Business Growth with Cloud-based Odyssey ERP

Operating faster, more efficiently and with greater accuracy than other foundries all contribute to Metal Technologies' industry leadership. Founded in 1997 and headquarter in Auburn, IN, Metal Technologies is a premier metal casting and machining company that uses modern technology and a highly productive workforce to produce the best quality products. The organization operates nine different companies across IN, MI, MN and Mexico, producing high quality gray iron, ductile iron, austempered ductile and value-added machining for a variety of industries. Each foundry and machining company has unique processes and capabilities that complement specific product families and specifications.

For eight years, Metal Technologies has relied on the Odyssey cloud-based ERP system to manage operations across its manufacturing, quality, sales, finance, inventory, and data analytics operations. John Neiger, Senior Vice President at Metal Technologies explains why the organization chose Odyssey over other ERP solutions. "Odyssey was designed for the metalcasting space – it can do everything for us, from our production transactions right through to the general ledger. Plus, going with a general ERP solution would have required a lot of customization."

While Neiger says Odyssey optimizes operations across nearly all areas of the business, there are a few capabilities and benefits he is most passionate about.

## The strategic value of cloud

Since first implementing Odyssey, Metal Technologies has acquired four additional companies and opened a facility in Mexico. Given the fact Odyssey is a cloud-based solution, converting those organizations over to Odyssey was a far quicker and less costly undertaking than migrating to an on-premises ERP.

"Across all of our companies, locations and acquisitions, we have a great, across-the-board experience with Odyssey," says Neiger. "Adding two Mexico facilities introduced an entirely new dimension in terms of multicurrency and multilanguage. However, the Odyssey cloud solution is so flexible that it easily supported those differences. We don't have to worry about sizing things, conversions, etc. The system does all that for us." "Another major benefit to using a cloud-based solution," says Neiger, "is we aren't in the hardware business anymore. We are freed up from spending time, money and resources on upgrades and maintenance."

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## The power of integration

Odyssey offers enterprise-wide integration across all the organization's systems – from accounting, production, shipping, inventory and more. In particular, Neiger says Odyssey greatly simplifies the high-pressure, end-of-month financial reconciliation process. "Our accounting group has a huge job to do at the end of the month, and they are expected to do it within just a couple of days– expectations from our management are high.

Using Odyssey, the team can manage, digest and report on financials across the nine companies – ensuring all invoicing, payments, etc. are reconciled." "In addition to making the process less stressful and more streamlined, the information is also likely more accurate because it requires little to no manual work or intervention."

### The ease of auto invoicing

"I love the auto invoicing feature; it's had a significant impact on the efficiency of our operations," explains Neiger. "For example, between March 1, 2021 and February 28, 2022, our Accounts Payable team processed approximately 41,000 invoices across four of our companies; 18,000 of those invoices were processed automatically by Odyssey – that's about 45% of all of the invoices. And we plan to get that number higher." Neiger says they also plan to extend the invoice automation capability to the other five companies over time.

### The ability to optimize scrap, uptime, and costing

Odyssey acts as a single source of truth for Metal Technologies, centralizing all the company's information within one location. That means managers and decision makers can quickly and easily access and analyze powerful, holistic data and draw actionable insights about various operations. For example, managers can analyze machine uptime, efficiency levels, and performance vs. expected standards and take quick action to make any improvements.

This level of insight also helps to contribute to Metal Technologies' scrap levels, which are impressive. "Scrap KPIs are a big deal for us. One of our ductile foundries operates with scrap levels at less than 2%, which is unheard of in the industry," explains Neiger. "Odyssey does play a factor in that success because it's a great tool that gives us the data we need to help the right folks make the right decisions."

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## A trusted partner for the long term

Over the years, Neiger says B&L Information Systems has remained committed to Metal Technologies' ongoing success – not only by responding to any inquires and needs, but by also providing guidance and suggestions. "Regardless of who we talk with about Odyssey, we always discover a new opportunity to further optimize our use of the solution. From a bigger perspective, we have confidence that as our business grows and evolves, B&L will enable us to continuously improve our operations."

### About Metal Technologies, Inc.
Metal Technologies is headquartered in Auburn, Indiana and operates iron foundries in Auburn, Indiana, in Hibbing, Minnesota and in Three Rivers and Ravenna, Michigan as well as aluminum die cast and squeeze cast operations in New Hope, Minnesota, and Jackson, Tennessee. It provides iron and aluminum metal castings throughout North America to a diverse industry and customer base. The company was founded in 1997 by its Chairman Rick James.

### About B&L Information Systems
B&L Information Systems, Inc. is the global leader in cloud-based Enterprise Resource Planning (ERP) software for foundries, die casters and investment casters. Since 1976, B&L has implemented their unique ERP solutions at over 500 metalcasting operations, making their cloud-based Odyssey ERP match how metalcasters operate. With Odyssey, metalcasters maximize their resources, minimize costs, and make better decisions faster. www.blinfo.com

### About Progress Software Corporation
Odyssey SaaS is based on the Progress Software Corporation's OpenEdge application development platform, an unbreakable technology platform that has been powering over 47,000 businesses for more than 30 years. By focusing on factors such as performance, cost, reliability, scalability and ease of maintenance, Progress Software enables B&L to focus its efforts on functionality, trends, and metalcasting industry best practices. www.progress.com