

Keegor Achieves 157% Revenue Growth and 864% Increase in Profit Before Tax With Syspro



Customer profile

Established in 1959 as Leonard Light Industries, the Keegor Group manufactures fire assay and gold plant furnaces, machinery and requisites. The KEEGOR brand operates across six continents in the precious metals assaying and refining sectors, with equipment and consumables used in mines, laboratories and refineries worldwide.

Manual systems, limited controls

Keegor’s operation ran on largely manual systems. Physical order books were prone to human error, manual cash books were outdated. Stocktakes happened only once a year. By the time problems were identified, it was too late to address them. Customer service suffered when the team couldn’t meet delivery promises because stock data was inaccurate.

The company also lacked sufficient controls in the warehouse. Inaccurate job costing and the absence of process safeguards created exposure to fraud. Keegor needed every aspect of the operation integrated and balanced, with clear segregation of duties.

“Before implementing Syspro, we were concerned about insufficient controls particularly in the warehouse, inaccurate costs and the possibility of fraud as a result of manual systems which extended from our cash books to the annual stocktake.”

- Michelle Austin,
Financial Director, The Keegor Group

A long-term Syspro customer

Keegor initially selected Syspro in 2011 based on its position in manufacturing software, its cost-effectiveness and ease of use. Strengths in inventory reporting and job shop manufacturing were critical factors. Keegor’s Syspro solution is integrated with Microsoft ODBC and GreenLine general ledger reconciliation software.

The company upgraded to Syspro 8 in 2019. The company has worked in close collaboration with Intuitive IT Solutions, a Syspro Premium Solution Partner, throughout the journey. From the hands-on support of the early years to the quick phone calls and meetings of today, Intuitive IT has consistently delivered solutions to business challenges.



REGION

Africa (South Africa)

KEY CHALLENGE

Insufficient warehouse controls, inaccurate job costing and manual systems vulnerable to error and fraud. Annual stocktakes meant problems were identified too late to address.

KEY BENEFIT

157% revenue growth, 864% increase in profit before tax, 111% increase in sales per employee and near-optimum stock levels through MRP optimization.

INDUSTRY

Specialist Equipment Manufacturing

END USER MARKET

Precious Metals Mines, Assay Laboratories and Refineries

SOLUTION

Syspro 8

Tighter controls, full visibility

With Syspro, Keegor put processes and procedures in place to guard against theft and improve the accuracy of job costing. Staff now have access to self-service features that let them investigate data and find information that was previously out of reach. Visibility across the organisation has given stakeholders easy access to operational data. Better segregation of duties has tightened controls at every level.

“We needed all aspects of the operation to be integrated and talk to each other, and to make sure everything balanced. Stocktakes were only done annually which meant that problems were identified too late to be addressed. That affected our customer service when we couldn't meet promises to the customer because information on the stock available wasn't accurate.”

- **Michelle Austin,**
Financial Director, The Keegor Group

Tackling MRP at scale

A high level of customization means Keegor manages thousands of stock codes. This made Material Requirements Planning (MRP) a challenge, as each stock code has to be set up strategically and individually.

During the Covid lockdown in South Africa, the team used the time to focus on optimising Syspro MRP and implementing it in targeted areas. The work has paid off with significantly improved stock levels.

“We are able to make sure we've got the right components at the right time. Overall, MRP has helped us reach nearoptimum levels of stock.”

- **Michelle Austin,**
Financial Director, The Keegor Group

“I don't do this on my own. The team looks at things from different angles and figures out what works, not just from a finance perspective, but across the business from sales to production, our customers and logistics.”

- **Michelle Austin,**
Financial Director, The Keegor Group

“Michelle played a pivotal role throughout this process, ensuring that the business process mapping had all the controls in place. She spent many hours standardizing the data and ensuring that the project stayed on track. Michelle was also phenomenal in getting her staff on board, ensuring a successful implementation.”

- **Ingrid Kleynhans,**
Dealer Principal, Intuitive IT Solutions



Results across the business

Since upgrading to Syspro 8, the results have been measurable across the operation:

- 157% revenue growth
- 864% increase in profit before tax
- 111% increase in sales per employee
- Near-optimum stock levels through MRP optimization
- End-to-end visibility across the organisation
- Self-service data access for staff, replacing manual lookups
- Tighter warehouse controls and segregation of duties
- Accurate job costing with safeguards against fraud
- Transition from annual stocktakes to ongoing inventory accuracy

Austin emphasizes that these results come from a dedicated team working across every function.



“With Syspro, and particularly since upgrading to Syspro 8 in 2019, we have been able to keep pace with revenue growth of 157%. Our profit before tax has increased by 864% and sales per employee have risen 111%.”

- Michelle Austin,
Financial Director, The Keegor Group

About Syspro

Syspro is built specifically for manufacturing and distribution. Our ERP gives you a modern cloud platform with AI capabilities and decades of industry expertise, designed to keep your operations running efficiently and profitably, while you focus on growth. With Syspro, you can gain real-time supply chain visibility, automate order-to-cash to free working capital and ensure traceability and compliance by design. From family-owned businesses to some of the world’s most established manufacturers, our customers have grown with Syspro for decades. With faster time-to-value, local implementation support, and solutions shaped around your industry, you can concentrate on building your business while we help it run smarter and faster.

[Click here](#) to learn more about Syspro’s solutions for Specialist Equipment Manufacturing or contact us on info@syspro.com