

Sphere One Improves Materials and Production Cost Accuracy by 20% with Syspro



Customer profile

Sphere One, based in Chattanooga, Tennessee, repurposes coal ash waste from sources like utilities into high-value filler products used across a range of industrial applications: building materials, road construction, industrial parts, agricultural compounds and chemical formulas.

The company’s microsphere products are produced and sold in various forms. They are lightweight, impact resistant, anti-shrink, thermally sound and environmentally friendly. Sphere One also operates from a facility in Jefferson, Indiana.

An accounting system running a manufacturer

In 2013, Sphere One decided to move to a full ERP after years of managing financial and operational requirements through Peachtree (now Sage 50 Accounting). The accounting-only system was not built for manufacturing and left the company without visibility into materials costs, total production costs, inventory levels, production scheduling, financial projections or profit margins.

“For years we tried to make due with an accounting-only system that is not well suited to manufacturers and left us with a lot of guesswork on the cost side of both materials acquisition and related production processes and outcomes.”

- Stacy Filippone,
Accounting Manager, Sphere One

Selecting Syspro

Sphere One evaluated several ERP providers and narrowed the list to Syspro, SAP and Mass 500 (now Sage ERP 500). The company selected Syspro for its flexibility and customization capabilities, which were demonstrated during the selection process.

Syspro went live at Sphere One in 2014 with a full suite of modules: Accounts Payable, Accounts Receivable, Inventory, Purchase Orders, Sales Orders, Work-inProgress (WIP), Bill of Materials (BOM), General Ledger and Shipping.

SPHERE ONE

REGION

Americas (United States)

KEY CHALLENGE

An accounting-only system left the company with limited visibility into materials costs, production costs, inventory and profit margins, forcing decisions based on guesswork.

KEY BENEFIT

20% improvement in materials and production cost basis, 20% more accurate inventory and supply data. Confidence to invest in new equipment and capabilities.

INDUSTRY

Manufacturing and Engineering

END USER MARKET

Building Materials, Road Construction, Industrial Parts, Agriculture and Chemicals

SOLUTION

Syspro 8



“With Syspro ERP, we now have a more accurate projection of materials requirements, what those supplies cost, and our total cost basis for fulfilling contracts for our various industry customers. This lets us do four things: better control our materials purchases, know what’s going to be left in inventory after fulfilling jobs, streamline our production schedule, and predict our financial needs and profit margins.”

- Stacy Filippone,
Accounting Manager, Sphere One

Visibility that replaced guesswork

The operational visibility gap that had held the company back was closed through material and product traceability, improved processes and fewer manual input errors tied to raw materials availability and product inventory.

Sphere One now has accurate projections of materials requirements, supply costs and total cost basis for fulfilling customer contracts. That visibility feeds four operational areas: tighter control of materials purchases, clearer inventory position after fulfilling jobs, a more efficient production schedule and predictable financial needs and profit margins.

Confidence to invest and grow

Since implementing Syspro, Sphere One has realized at least a 20% improvement in its materials and production cost basis and is at least 20% more accurate in its knowledge of supplies, shipped product and available inventory.

With better knowledge of materials usage per stock code and the ability to quote projects more accurately, the company made capital investments in new machinery, piping delivery structures and process improvements. Sphere One has also extended its manufacturing grinding capabilities to provide product for other companies to resell.

“We made the right ERP choice for Sphere One.”

- Stacy Filippone,
Accounting Manager, Sphere One



Results across the business

Across costing, inventory, production and financial planning, the gains are measurable:

- At least 20% improvement in materials and production cost basis
- At least 20% more accurate data on supplies, shipped product and available inventory
- Full material and product traceability across operations
- Fewer manual input errors in raw materials and inventory data
- More accurate and profitable project quoting
- Confidence to make capital investments in new machinery and infrastructure
- Extended manufacturing capabilities to serve additional customers

20%
Cost
Accuracy



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.

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