



INDUSTRIAL SERVICE

# SUCCESS STORY

## \$40k Yearly Savings Over Other ERP Options

From humble beginnings servicing drilling rigs in oil fields across the post-WW2 Texas panhandle, Diversified Industrial Service Company (DISCO, Inc.™) is a family-owned and operated business that, over subsequent decades, expanded into the booming natural gas industry in the southwest Kansas gas fields.

From that evolution, DISCO has expanded across new industries to become a leader in machine parts fabrication and reconditioning services for rotary screw compressors, rods, pistons, and hydraulics pumps. The company was a pioneer in water-jet cutting, the tungsten coating process, and uniquely offers fabrication of very large, out-of-production industrial components.



## THE CHALLENGES



DISCO was using Infor Job Shop software, with four different operating systems across 4 different offices. They had pain from inefficient processes and additional cost to manually re-key, and verify data from these four disparate systems into QuickBooks.



They wanted the ability to link inventory items to sales orders, purchase orders, and work orders. How to know what to charge a customer without insight into what components were used, and how much time was spent completing the job.



For years, DISCO had considered migrating to a unified system that connected all locations and departments. But what they had was familiar and they accepted the extra work as the cost of doing business. But when Infor announced discontinuation of ongoing support for legacy systems, this was the catalyst for change.

## THE SEARCH

DISCO's goal was to find an all-in-one ERP software solution to connect every office and every department to work together in the same system—to see company data as a whole, and grow with that information.

They looked at Infor CloudSuite®, Oracle NetSuite®, Sage, SAP, Microsoft Dynamics, and several custom software solutions, but were taken aback by the huge annual price tag for these ERP solutions, upwards of \$100K - \$150K per year, plus a hefty one-time implementation cost.

Changing direction, they began investigating low-cost, “bottom of the barrel” products that had some, but not all of what was needed, which wouldn't fix the problem anyway, so the search committee began the process of justifying to the owners a minimum budget of \$100K+ annual cost for new software.

When they fielded a call from Striven, DISCO's product search team found in Striven a product that fit all of their functional needs for less than half the cost. Additionally, they saw Striven's customer vision and business ethos as being similar to their own, and quickly made a decision to get underway.



## THE SOLUTION

With Striven software, DISCO's inventory, sales orders, work orders, and purchase orders are seamlessly integrated, allowing their accounting, operations, and purchasing departments to better manage resources and see the same data in the same way at the same time—ultimately reducing errors and allowing them to become more proactive with their customers.

They can now watch information flow and see it in real time without the need to re-key the data into a separate accounting system. Additionally, they've been using Striven's one-click connectivity with ADP to automate payroll.

After using Striven for a year, in addition to the substantial yearly cost savings, DISCO reports that corporate communication has been the #1 improvement compared to how they used to operate. It's been important to have everything in one place, to have each shop's data lined up on a single screen and to break out each shop's PnL in addition to the whole.

They've begun rolling out Striven to their sales department. Striven's automated customer relations management (CRM) workflows allow salespeople to spend less time tracking individual opportunities and more time understanding customers' needs for DISCO's additional products and services.



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over other ERP options

## THE RESULTS

DISCO's annual software cost is less than half of what they were prepared to pay for enterprise-level ERP software, so they are **realizing a \$40,000/year cost savings** for a software solution that checks all the boxes for them. That price included the initial implementation project as well as unlimited access to a Striven Senior Support Specialist.

A secondary cost benefit, DISCO is saving thousands of dollars every month on data transcription services for exporting data from four different systems into a unified accounting system. They are more streamlined, which equates to being more efficient and productive.

## Create Your Own Success Story With Striven

Striven is a true all-in-one business management solution, providing the visibility, transparency, and functionality required by growing businesses. See how upgrading your software can improve your business.

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