Nypro Ireland
DTR™ ERP

Reaching a Sophisticated, Worldwide Audience

Nypro Inc. is the leading global provider of precision injection molding and related manufacturing solutions, employing more than 9,000 people in 28 manufacturing locations, five dedicated mold building locations, and two design centers. Now in 12 countries, Nypro entered the European market for integrated injection molding and value-added solutions in 1980, establishing Nypro Ireland in Bray County, Dublin. Growing steadily, Nypro Ireland has implemented state-of-the-art technology, acquiring ISO 9001 and 9002 certification and added Class 10,000 and Class 100,000 clean rooms to meet new and changing customer demands.

Despite operating one of the most technologically advanced facilities in the world, Nypro Ireland had struggled for several years attempting to implement a reliable financial reporting and accounting system that reflected the facility's true economic performance. Most importantly, the facility's inability to establish a uniform debt collection model impacted revenues and diminished profitability.

Further, Nypro Ireland faced the country's declared conversion to the Euro currency. According to Michael Delahunty, systems manager, Nypro Ireland, "This announcement provided the impetus for us to re-evaluate our systems to adopt general enterprise resource planning (ERP) software so we could unify and conform all of our business structures."

Searching for Plastics-Focused Solutions

"In 2000, we developed a list of functions we desired from an ERP system and presented them to a consultant. He convinced us that the software we were currently using was sufficient to meet our needs," said Delahunty. "Yet, after two years of trying to implement the software, it still couldn't do anything we needed. The fact that the system didn't work for us had a dramatic effect on business."

Delahunty continued, "We weren't even able to collect debts because the software couldn't create proper debtors lists. The system wasn't integrated into our nominal ledgers, we didn't have functioning accounts receivables, and our part order module wasn't up and running. It was very bad for business."

That year, Nypro Ireland scrapped its former system, turning instead to a system that was designed specifically to fit the business model of plastics manufacturers—DTR. Within three months, Nypro Ireland was fully operational, reducing its average time to collect accounts receivables by 67 percent.

"Our debt collection is now down to under 30 days, whereas with the old system they were around 90 days," said Delahunty. "In fact, after a recent audit by Ernst & Young, the auditors remarked that Nypro could be used as a benchmark company for other companies. Everything was so easy to access and update. To a large extent, that was due to DTR."

ROI at a Glance:

Nypro Ireland, a leading global provider of precision injection molding and related manufacturing solutions, achieved significant return on its investment within the first year using DTR Plastics software, including:

- A 67 percent reduction in time taken to collect accounts receivable.
- An accurate reconfiguration of accounting systems to process multi-currency transactions.
- Reliable financial reporting and accounting systems that reflected the facility's true economic performance.
- Establishment of a uniform debt collection model.
- Through accounting efficiencies gained, a double-digit targeted growth rate.

> **The way the DTR system handles multi-currency is the best we've ever seen from any supplier.**
>
> — *Michael Delahunty* , Systems Manager, Nypro Ireland

DTR is a comprehensive manufacturing, distribution and financial management software package that addresses the unique requirements of the plastics processing industry. A complete enterprise resource planning (ERP) solution, DTR is configurable to match varying business processes and profiles with plastics-specific functionality for all aspects of manufacturing, including scheduling, inventory management, costing, materials requirement planning (MRP), and executive information systems (EIS).

"The system was already engineered from a business sense for the type of plastics operations we were performing," said Delahunty. "We didn't have to sit down and figure out what we needed from the system. All we had to determine was the best way to extract what we needed from DTR, a program that we saw as the collective wisdom of many people in the plastics industry."

Meeting the Demands of a Global Economy

This wisdom has translated well for Nypro as it faced challenges selling to global markets. The company also overcame the hurdle of converting to the single Euro currency, which required the renovation of all internal databases to reflect information and calculations based on the new currency. Finally, accounting systems had to be reconfigured to accurately process multi-currency transactions based on the new home currency.

"We had to change from the Irish pound, as our home currency, to the Euro. All of our prior databases had to be converted—quite a difficult thing to do—to give us a new home currency," said Delahunty. "Working with our Consona representatives, we were able to specify a DTR utility that would handle the reporting and conversion of data for us. It worked the first time and was very impressive!"

Delahunty was pleased with DTR's ability to cater to the needs of his multinational company. "Another impressive aspect of DTR is its ability to manage multi-currency. That's far less of a problem for us under the Euro, but the way the DTR system handles multi-currency is the best we've ever seen from any supplier," he said.

Now on track, with consistent accounting procedures in place, Nypro is targeted to reach double-digit growth with numbers that it can trust.