



Customer
Submar, Inc.

Type of Organization
Manufacturing and
Construction Erosion Control

Headquarters
Houma, LA

Other Info
23 Warehouses
1000+ Successful Projects
Currently Serving the U.S.,
Mexico, Canada, and
West Africa

Sage ERP MAS 90

- Accounting & Financial Reporting
- Inventory Control
- Purchasing
- Order Processing
- Shipping
- Manufacturing
- Bill of Materials
- Work Order Processing
- Business Intelligence
- Customized Reports



SUBMAR BUILDS A CONCRETE RELATIONSHIP WITH SYGNVS INTEGRATED SOLUTIONS

Some folks have a hard time mixing concrete with technology, but with a company like [Submar](#) - a manufacturer and contractor of aesthetically-pleasing, self-mitigating, and environmentally-friendly erosion control site solutions with the use of hard-armor articulating concrete mats - advanced technology, like Sage ERP MAS 90, plays an important role.

And by teaming up with [Sygnvs Integrated Solutions](#), a Sage Authorized Partner in Louisiana, Submar has been able to grow their business while continuing to provide the highest quality engineered, turnkey site solutions for protecting infrastructure, pipelines, waterways, and levees.

Old Technology Starting to Erode

With the company growing at a rapid pace, Submar realized it was time to replace their Sage Business Works Accounting software. “We were tracking costs outside the system, managing inventory in Excel spreadsheets, and manually patching together complex financial statements for management,” explains Stephanie Cotton, Accounting Manager at Submar. “We spent hours importing, exporting, and manually rekeying data into multiple programs. The whole process was tedious, time consuming, and prone to error.”

Submar had simply outgrown Business Works, and things were getting worse as they added more warehouses, more employees, more projects, and more inventory.”

A Concrete Partnership

Having used Sage ACT! Contact Management software for sales and marketing, Submar wanted to ‘stay in the Sage family.’ According to Monique Roberts, Sales and Marketing Manager at Submar, “We wanted an accounting system that would integrate with our CRM software, so we no longer had to deal with duplicate data entry, spreadsheets, and redundancy.”

That’s when Submar discovered Sygnvs Integrated Solutions. Both Stephanie and Monique admit, “We were very impressed with Sygnvs early on. They spent time studying our industry and business processes, talked with many of our employees, and really understood what made our company tick before recommending an accounting software product.” The accounting software Sygnvs recommended was [Sage ERP MAS 90](#).

Rock Solid Technology

According to Stephanie, Sygnvs evaluated every operational detail and even went as far as studying the reminders, shortcuts, and Post-It notes that employees had written out and placed on their desks. “Many of those Post-Its represented challenges our employees were facing in the old system,” says Stephanie. “Sygnvs was very methodical about their implementation approach to ensure MAS 90 would solve our most important issues without disrupting the processes that already worked well.”

A Change of Plans

Just one month before going live on Sage ERP MAS 90, Submar made an important business decision and took advantage of the opportunity to begin manufacturing concrete in-house. Stephanie says, "In the past, we had concrete trucks that would drive up, pour concrete into molds, and we'd pick things up from there."

However, with the decision to begin manufacturing their own concrete, Submar would gain full control over the quality and consistency of their products as well as the timing and delivery to customers. "It was a really important step in the evolution of our business, but it significantly changed the way we were going to be using MAS 90," says Monique. The team at Sygnvs was able to adapt on the fly, updating the implementation plan to accommodate the new business model. Monique recalls, "We didn't have to adjust our business to fit the software. Instead, Sygnvs made sure the software fit into our new business model and production process."

Rock Solid Reports and Cost Savings

Today, all of Submar's manufacturing and production formulas and calculations are stored within MAS 90. In fact, everything is in the system now - inventory, bill of materials, costing, financial reports, etc. "There are no more spreadsheets, hand-written notes, and manual calculations," says Stephanie. "Inventory and material costing is more accurate, which means we get better and more meaningful financial reports."

In the past, the accounting staff at Submar would go through 6 or 7 financial statement revisions each month, but Stephanie says those days are gone. "It used to take 20-25 days to manually reconcile our books each month, and now, it takes less than a week. The difference is like night and day, and the time and cost savings are tremendous."

Monique adds, "The efficiency we're experiencing is fantastic because time is money, but I'll point out that we've also seen a hard-dollar savings. Because MAS 90 works so well, our CPA spends far less time fixing, changing, and tweaking errors. As a result, we've seen a significant drop-off in monthly billings from our outside accounting firm."

Competitive Advantage

Monique points out that the accuracy of their new MAS 90 system reaches beyond manufacturing and inventory and into sales and marketing. "Our reports in the past weren't very reliable. It was hard to sell product when we didn't know what we had on hand." She adds, "But now we have reliable information about what our costs are, where we're making money, and how aggressive we can get when bidding on a large project."

Monique also loves the integrated process from quote to shipping. "I enter information in MAS 90 as a quote, and with the push of a button, it becomes an order. That order then automatically routes to the warehouse, creates a bill of lading, produces shipping documents, and automatically generates an invoice. It all happens in the system, and we only have to enter the data one time," she says.

A Foundation for Growth

With 23 warehouses, over 1,000 projects under their belt, and customers all over the world, Submar is firing on all cylinders. Stephanie says, "We're not a mom and pop shop anymore. Our business has grown, and we're grateful to have the support of Sygnvs Integrated Solutions to help us leverage technology and adapt to change. Sage ERP MAS 90 and Sygnvs have made all the difference in the world."

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