Polycess Corporation

Chemical Importer and Distributor is able to revolutionize the business through the use of VISCO software

"With the help of VISCO we are now able to do business globally with our offices operating together, giving us new visibility into our inventory as well as visibility into our profitability on every shipment."

Jesse Chie

Polycess Corporation

AT A GLANCE:

Customer:

Polycess Corporation

Location:

Houston, TX

Industry:

Chemical Importer/Distributor

Business Challenge:

Inability to track inventory causing wasted efforts, human error, missing inventory.

Solution:

The Venture Information System integrated with Quickbooks.

Results:

Increased profitability and positioned for future growth

Customer Profile

Polycess is a chemical importer and distributor. Polycess color concentrate division markets high quality color concentrates, additives, and compounds for use in the plastics industries. Centered in Houston, Texas USA, they have seven warehouse and distribution facilities in California, Texas, New Jersey, Shanghai China, and Zhongshan China. Their products and services include color concentrate, additives, and resins.

Business Challenge

Polycess has experienced tremendous growth since it's inception, and along with that growth has come a unique set of challenges. Specifically, they were manually tracking shipments and inventory using a complex set of spreadsheets. Each department was maintaining their own set of information causing problems such as:

- Human Error related to entering the same information in multiple systems
- Inefficiencies and wasted effort
- No ability to share information between departments

Solution Overview

By using the QuickBooks Solution finder Polycess was able to find VISCO, a software designed specifically for chemical importers and distributors.
The VISCO solution is a fully integrated application bringing together Sales, Purchasing, Logistics and Financial departments. The specific importing design improves inventory visibility, exact shipment costing, and document management.

Business Benefits

The solution was able to allow the company to operate globally by allowing all seven offices to share the same information using the web based system. This allowed the company to continue it's growth with China and US offices operating on the same page.
With the unique inventory tracking abilities, Polycess was able to uncover potential negative inventory situations and now had the ability to better plan and forecast inventory.
An unforeseen benefit was the visibility of sales of specific inventory and ability to see profitability on each shipment. The integration with QuickBooks made the transition easier and eliminated the need for double entry

The following represents the types of problems that most chemical importers have and the solution VISCO offers

- **Inability to track profitability at the transaction level** - Because you are using a standard accounting system, you are either getting a standard or average cost when you need to know the actual cost at the shipment level.

  Solution>>> By using the VIS all costs (actual and projected), are gathered at the transaction level, the matched against sales from that shipment, giving you profitability at the transaction level.

- **Manual Landed Costs Calculation** - You are duplicating your efforts, and leaving room for human error by entering shipment related costs in a system outside your ERP system.

  Solution>>> Landed Costs and Latest Projected Costs are functions of the system. We address both actual and accrued costs and compare them with sales for a given shipment to give you true profitability analysis on every shipment.

- **Hoping inventory meets customer specifications** - You make sure your inventory meets spec before you ship, but your system does not do the work for you.

  Solution >>> The system handles both your purchase standard specifications as well as your customer's specifications. This information is compared with actual product specs obtained from the Certificate of Analysis.

- **Lack of Visibility on inventory in transit** - You can't get a good picture of your position on a product because you are using an ERP system designed for companies that receive their material days after it leaves the supplier's warehouse.

  Solution>>> The Position Sheet is a tool to allow sales people to see inventory availability over periods of time. This includes inventory on hand as well as open orders (sales and purchase), and inventory in transit.

- **Sales people get outdated information** - You committed the same inventory to two different customers. Your sales force is getting paper reports with yesterday's information because you are using a system that can only be accessed from the office, or using costly VPN's and private lines.

  Solution>>> This system is web-based, so all information can accessed in "real-time" from anywhere in the world with nothing more than an Internet connection and a browser.

- **Manual Document Preparation** - Your people are spending valuable time preparing Bill of Lading, Delivery Orders, Packing Lists, all the documentation for US customs, your customs house broker and various other related documents.

  Solution>>> With Microsoft office integration, we will automatically prepare all necessary documents for importing and distributing by pulling the data directly from the database.

> "Our approach to the development of the Venture Information System was from the sales, financial and logistic perspectives specifically for importers."
>
> Timothy Peck
> Vice President
> VISCO

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VISCO
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