

Sweetlake Chemical – Case Study

Successful chemical distributor and NACD member Sweetlake Chemical implements VISCO enterprise software for chemical importers and distributors.

Due to explosive growth over the past couple of years, president Paul Montealegre decided they could no longer make due using multiple systems to manage the operations and decided to take his technology to the next level. "We were using QuickBooks and a series of spreadsheets to manage inventory, this worked fine when we were small but we just out grew it" explains Montealegre.



The SLC team was first introduced to VISCO at the NACD annual meeting where they visited the VISCO booth, which was shortly followed by VISCO Vice President, Tim Peck spending a couple of days on site at the SLC headquarters in Houston, TX to get a better understanding of how the business was operating now and looking for areas where improvements could be made. "I was impressed with how hard the team was working to service their customers, but they needed to be sharing the same information and have it at their finger tips" said Peck.

Shortly afterwards SLC Controller, Jennifer Fleharty, began working closely with the VISCO implementation group to get the system properly configured and the operations team trained on how to use the new system.

SLC President, Paul Montealegre

With much tighter controls and a new web interface, there was an adjustment that needed to be made, but fortunately they were still able to work with many of the same tools they were already accustomed to using (integrations with Quickbooks, Outlook, Excel, and Word). This significantly helped the learning curve.

Fleharty explains the impact the system as having on the company: "Already we are seeing that we have much better visibility into our inventory positions, and the financial tools allow us to quickly see how we did an a load. The new system has really revolutionized our ability to get information to our customers quickly and easily as well as streamlining our internal operations"

Implementation into the Mexican office is planned for winter of 2009/2010.