

## ACI Controls Strengthens Industry Leadership Position With the Winning Combination of TrulinX and MITS



### BACKGROUND

ACI Controls, Inc. (ACI) has been a leading distributor of industrial components, process control instrumentation, and on-site service since 1945. An authorized Parker Instrumentation Solution Center and Asco Valve distributor, ACI serves the Industrial Process, Water/Wastewater, Electric Utility, Power Generation, Pharmaceutical and Oil/Gas industries.

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From its headquarters in Buffalo, New York, three stocking locations, and seven sales offices in the northeast, ACI’s staff of 42 provide customers with the equipment, solutions, and award-winning customer service required in today’s fast-paced manufacturing environment. ACI consistently outperforms competitors by matching experienced personnel with leading edge information technology and a commitment to efficiency and innovation.

### CHALLENGE

A Tribute customer since 2008, ACI uses TrulinX ERP business management software to efficiently run company operations.

According to John Wischerath, VP of Operations for ACI, “we are extremely pleased with the performance of our TrulinX system, but like most of the ERP solutions I have ever looked at it doesn’t have robust reporting and business intelligence built in. When we learned about Tribute’s partnership with MITS, we immediately jumped at the chance to be an early adopter. Being able to leverage our TrulinX data to make better sales and inventory decisions is essential for us as we look to grow, operate more efficiently, and maintain market leadership.”

### SOLUTION

There were three main reasons ACI chose to go with MITS Distributor Analytics. “First, there is an extensive suite of out-of-the-box reports, dashboards, and scorecards that have been vetted through MITS’ years of experience working with wholesale distributors like ACI,” said John. “We immediately put some of the sales and inventory reports to work and now have a detailed picture of trends over the last 12-24 months.”

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“Second, the close collaboration between MITS and Tribute meant that data mapping and validation between our TrulinX system and the reports in MITS was quick and easy. And third, the quality of the team at MITS is first rate and proactive. When one of their application specialists noticed that we had both distributor and agency sales they suggested that we produce a report that gave us a breakdown of sales by both of these types. The minimal custom work needed for this was complete in a couple of days.”

## RESULTS

While the implementation of MITS Distributor Analytics is still in the early stage, ACI is already seeing their investment pay off. “If you just take into account the time our staff spent manually putting reports together to identify trends and possible opportunities, the ROI on MITS is clear,” said John. “I highly recommend that all TrulinX customers evaluate MITS Distributor Analytics for their business.”

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The sophisticated reporting features of MITS will help ACI to maintain its industry leadership position, providing products and services that exceed customer expectations.

### About MITS

MITS helps hundreds of distributors and manufacturers leverage the data in their ERP and other business systems to make better decisions, every day and at every level of their organization. Established in 1996, MITS' interactive reporting and business intelligence software combines industry best practices with the flexibility to meet the unique needs of every customer. From standard to custom reports, dashboards and scorecards, MITS drives sales growth, profitability, and operational efficiency for competitive advantage.

### MITS

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