

## MITS Pumps Up Business At The Flodraulic Group



Flodraulic Group is a custom fluid power solutions and equipment distributor based in Indiana with 10 inventory, manufacturing, and sales facilities located throughout several states, as well as multiple locations in Canada. In addition to their distribution business, Flodraulic Group is active in the design and manufacture of custom solutions in the mobile, industrial and oil and gas OEM markets.

In recent years Flodraulic Group has augmented their organic growth through multiple company acquisitions. The goal was then to leverage the capabilities of the acquired companies on a national level, not just leave them operating in their existing regional footprints. The complexity of assimilating so many different companies and standardizing their reporting and analytics led the company's management team to conclude that a new tool was needed, one that could make sense of multiple types of customer, sales, inventory, and A/R information. After an exhaustive search that included nearly all of the B.I. companies in the distribution space, MITS was called in to lead a demonstration.

"We are able to see trends in our data that would have been difficult to understand let alone extract prior to using MITS."

Flodraulic Group's management calculated that historically it took approximately 40 hours per week to generate the reports the company needed to operate their business. They determined that the time MITS could save them from manually creating these reports would see the software pay for itself in less than 2 years. The fact that one single piece of MITS functionality could generate such a high level of ROI in such a short period of time was enough to convince senior management that MITS was the best solution for Flodraulics.

Tyler Ellis, Marketing Director for Flodraulic Group, assumed responsibility for extracting data from the Prophet 21 system, after the previous system administrator had left the company. As part of the monthly closings, a battery of reports were generated and routed to branch managers for analysis with the COO. This process between creating the reports and the data analysis was 3 weeks, a lifetime in business. Additionally, the lag in getting the information into the hands of decision makers meant the company was making forward looking decisions with outdated information. Tyler explains: "Prior to MITS, I was spending a week every month running reports for the branch managers. MITS has reduced that to 1 hour. That was a significant change that freed up more of my time to do other, equally important things. And the senior management likes this change because they have more relevant information in their hands quicker than ever before."

Employees of the Flodraulic Group are quickly getting value out of MITS, including senior management and the customer service unit, which is tasked with supporting the sales force. In addition, several employees have taken advantage of the online training courses offered by MITS. Comments on the trainings include “very useful” and “I didn’t know you could do that with MITS.”

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Tyler relates an example of MITS delivering critical insight: “Our COO walked into my office and asked me why we had a concentration of dollars in this one product group at a particular branch. In 30 seconds we had the branch manager on the phone reviewing the same MITS report, and were quickly able to diagnose what happened. MITS has allowed us to uncover some of the flaws that had been perpetuated in our order entry process. And the key to that is that MITS distills the information so easily that we’re able to recognize things that we had not prior to implementation. That particular insight actually led us to change our processes for order entry in the Prophet 21 system.”

Tyler concludes: “We’re still in the early phases of implementation, but so far we’ve been very pleased with the results they have been able to deliver for our company.”

#### **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.

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