

# TriStar Plastics Corp. achieves a 90% increase in revenue per employee by leveraging SYSPRO ERP

## At a Glance

### KEY CHALLENGE

Optimize growing and complex operations while minimizing waste and increasing productivity.

### KEY BENEFIT

Enhanced efficiency and profitability by building the technological landscape, leveraging self-service, and optimizing operations.

### ORGANIZATION

TriStar Plastics Corporation



### INDUSTRY

Plastics & Rubber

### END USER MARKET

Military, marine, medical, construction, agriculture, and railroad industries

### SOLUTIONS

SYSPRO 8, Material Yield System, Dash Document Management, riteSCAN, Payment Solutions for SYSPRO, Dash AP Robot, Automated Payables for SYSPRO, Nomad eCommerce

TriStar Plastics Corporation, headquartered in Worcester, MA, is a manufacturer of high-performance plastics materials and bearings. Starting in the early 1980s, TriStar has become a leading industry player known for its innovative plastics engineering, serving as a trusted partner to prominent manufacturing companies in the military, marine, medical, construction, agriculture, and railroad sectors.

In 1999, TriStar, after entering an exclusive partnership with Saint-Gobain Performance Plastics Corporation, faced challenges in managing its operations. These challenges included handling their fabrication facility, tracking inventory, and calculating yield using an outdated and insufficient system.

To address these issues, TriStar decided to adopt the SYSPRO ERP solution. By implementing SYSPRO's ERP system, TriStar aimed to improve the accuracy of its inventory tracking, enhance operational efficiencies, and streamline its sales process.

“SYSPRO took on an amazing challenge when we first engaged with them, by custom-building an industry-specific MYS module,” said Richard Cedrone, CEO, of TriStar Plastics Corporation”

SYSPRO's MYS (Material Yield System) module allows TriStar to maximize the utilization of its raw materials and replace the labor-intensive manual calculations. This has resulted in minimizing waste while increasing accuracy and productivity.

## Building TriStar's technological landscape

Inspired by a SYSPRO Customer Conference in 2019, Cedrone and the TriStar team engaged SYSPRO Client Services to assist in consolidating the company's technology footprint under a unified framework. This is crucial to facilitate TriStar's digital transformation initiatives, ensuring the growth and sustainability of operations.

An important part of TriStar's unified framework includes SYSPRO's seamlessly integrated ISV extended solutions. Expanding on SYSPRO's core ERP functionality, these powerful solutions are key in further streamlining TriStar's operations and boosting efficiency across the board. Solutions implemented include digitized document management, mobilized warehouse management, real-time credit card processing, AP process automation, and a fully integrated eCommerce site.

## Leveraging self-service commerce to facilitate business growth

Understanding the importance of self-service commerce in today's business environment, TriStar collaborated with SYSPRO Client Services to develop an integrated technology stack that features an eCommerce site and a customer portal. The eCommerce site connects customer input and engineering data, enabling TriStar to support custom-manufactured solutions and online sales transactions.

TriStar has set its sights on further integration of its MYS, eCommerce site, and conversational AI called Amelia. This enables TriStar to continue to expand its product offerings and enter new markets without increasing headcount.

## Continuous ROI through optimized operations

SYSPRO has continued to be a trusted advisor throughout its partnership with TriStar. The company has seen impressive growth since implementation, including a two-fold increase in sales and a 90% increase in revenue per employee by 2019. TriStar credits a significant portion of its impressive growth to the adoption of a modern manufacturing-focused ERP solution.

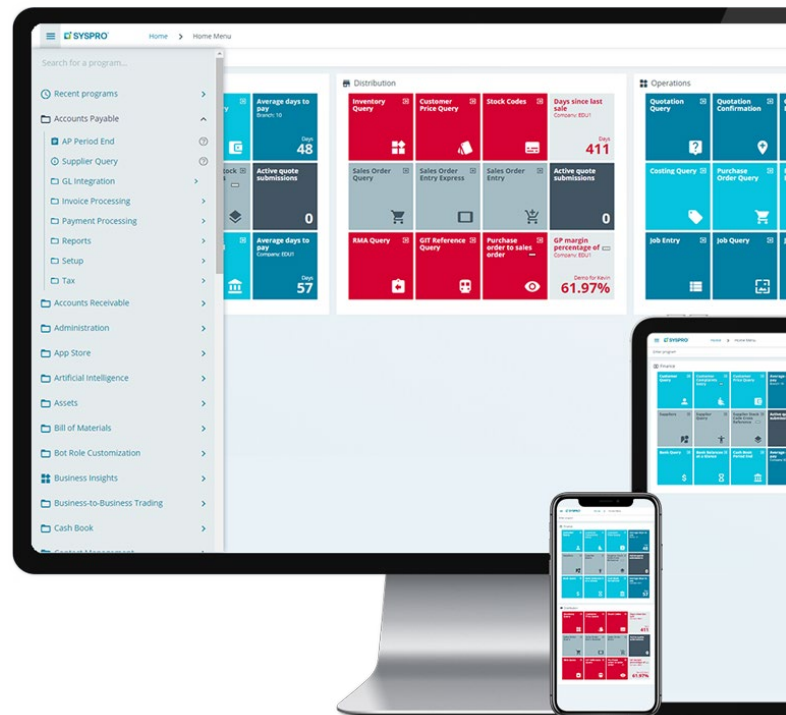
"By leveraging SYSPRO, we've been able to tightly manage expenses and headcount, while also boosting productivity across the organization," said Cedrone.

## About SYSPRO

Established in 1978, SYSPRO is an industry-built Enterprise Resource Planning (ERP) solution designed to simplify business complexity for manufacturers and distributors worldwide. SYSPRO provides an end-to-end business solution for optimized cost control, streamlined business processes, improved productivity, and real-time data analysis for comprehensive reporting and decision-making. SYSPRO is highly scalable and can be deployed either in the cloud, on-premise, or accessed via any mobile device.

Combined with a practical approach to technology and a passionate commitment to simplifying business processes, SYSPRO dedicates itself to the success of its partners and customers alike.

SYSPRO's intuitive product features, business intelligence capabilities, and easy deployment methodology are unmatched in the marketplace. The depth of software functionality and targeted industry knowledge makes SYSPRO an excellent fit for a number of select manufacturing and distribution industries, including food and beverage, machinery and equipment, electronics, fabricated metals, automotive, and many more.



Request a SYSPRO demo by contacting The AME Group at [ERPSales@theamegroup.com](mailto:ERPSales@theamegroup.com)



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