

## Wormser Corporation and SYSPRO: A Perfect Fit

*"As we are in the process of doing implementation, SYSPRO has not let us down. They have come through with everything we need, exactly how we want it."*

*David Wormser, Principal and CEO, Wormser Corporation*



### ■ The Company

Wormser Corporation is a privately-held 50-year-old company based in Englewood, New Jersey. Founder Edward Wormser originally started the company as a wool and carpet manufacturer; it subsequently evolved to a wig, false eyelash and cosmetics brush manufacturer.

In the mid-1980's Edward's sons, David and Alan Wormser, became the principal leaders at Wormser Corporation and eventually migrated the company into a manufacturer and distributor of custom cosmetics components. Today, Wormser Corporation is one of the most notable importers and manufacturers of cosmetic components across the world with prominent customers such as Estee Lauder, Smashbox Cosmetics, Bare Minerals and SkinnyGirl.

### ■ The Challenge

Prior to SYSPRO, Wormser Corporation was using Microsoft Navision. As the company grew, the product line diversified and the customer base expanded, company management realized their current software systems were unable to handle the growth.

Additionally, the company's six worldwide locations were each using different systems and tracking inventory on spreadsheets. The result was duplication of work, multiple errors and poor visibility into global business operations. However, Wormser Corporation's biggest challenge was the need to track shipments distributed from its manufacturing location in Shanghai to its 40 US warehouse locations.

With nearly 1,000 orders filled per month, Wormser needed a fully-integrated ERP solution that would provide full visibility into worldwide business processes while enhancing customer service.

### ■ AT A GLANCE ■

#### COMPANY

Wormser Corporation

#### INDUSTRY

Retail, Plastics, Packaging and Consumer Durables:  
 ■ Manufacturing and Distribution

#### NUMBER OF EMPLOYEES

125

#### THE CHALLENGE

- Current system lacked flexibility and did not facilitate company growth
- Multiple warehouse and distribution locations
- Needed an ERP system to integrate business processes and locations
- Limited visibility of inventory
- Needed detailed accounting software
- Needed custom module for product tracking from China to the US

#### SOLUTION & SERVICES

- Financial control
- Reporting
- Inventory Control, creation of overseas inventory tracking module
- Multi-site/Multi-warehouse integration
- Distribution Management
- Supply Chain Management

#### THE BENEFITS

The projected results for Wormser Corporation include:

- Total visibility into inventory
- Accurate job tracking and costing
- Increased overall efficiency levels
- Improved customer service
- All locations, domestic and international, working under one streamlined, integrated software solution

WORMSER CORPORATION



### ■ The Solution

Moving forward with the process of selecting a new ERP system, key users at Wormser Corporation researched potential vendors and saw demos from Sage, SAP, Epicor and SYSPRO. After further narrowing down their options, Wormser Corporation met with the SYSPRO Sales Team at their offices in New Jersey.

Assistant Controller Alison Danis remembers: "The SYSPRO Team came in and reviewed every step of our business process. They asked a lot of questions and really listened to us- so much it almost felt like a therapy session. I felt that SYSPRO offered us a solution, not just a software program."

Throughout the selection process, Wormser Corporation continued to realize that SYSPRO was a perfect fit for its daily operations. The single, integrated database provided up-to-date, real-time data for utilization and analysis

of accounting, manufacturing and distribution processes -- exactly what the company was looking for in an ERP solution. In addition, the development of a custom tracking module would fill Wormser Corporation's need for overseas inventory tracking.

"SYSPRO is developing a container loading and voyage tracking module for us. Our Shanghai office is going to be able to plan out and consolidate containers, saving us money. This also affects our customer service. In order for us provide great customer service, we need to know the status of our orders at all times and where they are. We will be tracking our shipments every step of the way so we can keep our customers informed and our level of customer service at its highest," says Controller Eileen O'Malley.

Based on these capabilities and the professionalism of the SYSPRO Team, Wormser Corporation chose to implement SYSPRO ERP. O'Malley notes: "Never once did SYSPRO pressure us into making a decision. They really wanted us to feel comfortable with the product and not make a decision we could potentially regret. They wanted us to make the right decision and that helped us to feel confident in choosing SYSPRO."

### ■ The Result

As of June 2012, Wormser Corporation is in the process of implementing SYSPRO and is already gaining the efficiencies of an integrated, real-time database. On October 1, 2012, all six worldwide locations will go live on SYSPRO ERP.

For more details and a further look into Wormser Corporation's daily operations, please visit the SYSPRO YouTube page for access to their customer video.

