



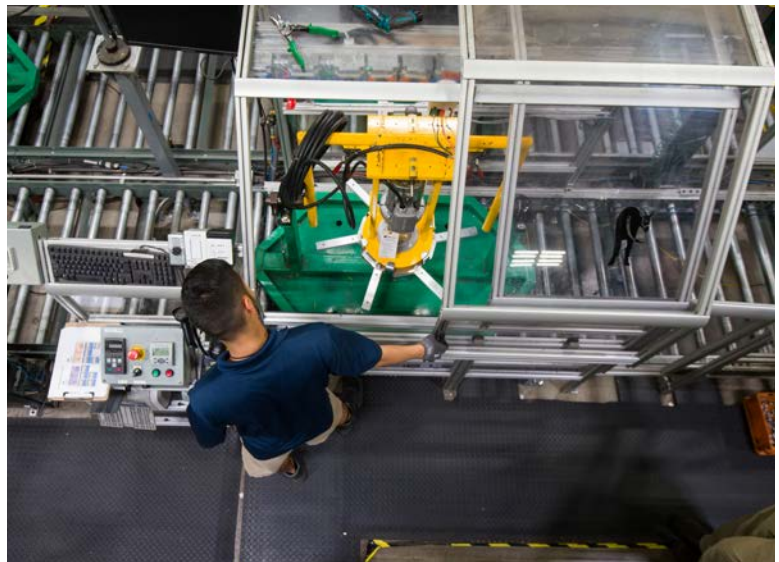
Epicor Success Story

Big Ass Solutions

Epicor ERP provides Big Ass Solutions equally large savings

Company Facts

- ▶ Location: Lexington, KY
- ▶ Industry: Industrial and residential cooling and lighting solutions
- ▶ Number of Employees: 1,000+
- ▶ Web site: www.bigassfans.com



Success Highlights

Challenges

- ▶ Streamline production for a fast-growth manufacturer
- ▶ Identify cost savings across the supply chain to reduce production costs

Solution

- ▶ Epicor® ERP

Benefits

- ▶ Epicor ERP Purchase Order suggestions feature identifies cost savings in the supply chain
- ▶ Push/pull functionality empowers company to make changes to production schedules in real time
- ▶ Deep repository of supplier data enables growth through procurement solutions

Big Ass Solutions first made its mark selling massive ceiling fans that spun slowly but moved astounding amounts of air thanks to aerodynamically friendly designs. The fans kept large spaces that lacked air conditioning, such as factories and dairy barns, feeling cool and comfortable. Recently, the company also introduced a line of LED lighting fixtures as well as residential fans.

Big Ass Solutions' first enterprise resource planning (ERP) system promised scalability—however, that wasn't the case as CEO Carey Smith recalled when the company was making around \$10 million in revenue, "I remember them saying, 'even if you get as big as \$25 million [in revenue] we'll be able to help you.'" With the company's innovative fan designs quickly catching on in the market, they soon found themselves pushing that system's upper boundaries.

After an extensive search, the company landed on Epicor ERP, which has proven capable of growing alongside the company. "It's only a ceiling fan, but it's a very complex product," said Bill Nall, chief information officer, Big Ass Solutions. "That drives a lot of complexity on the bill of materials and how all those parts come together on the factory floor. That's where I think technology is critical because you can't manage that level of complexity without having a tight ERP system."



Full visibility across a global supply chain

The company achieves its aggressive growth rates thanks in part to continuously reevaluating its processes and products. "We have grown since 2008 at a rate of about 30% a year every single year. We do that by developing new products, by continually developing and re-organizing the company, and the way in which we do business," Smith added.

The company has manufacturing plants globally, so the ability for all of them to stay connected is paramount to its success, and it all starts with order fulfillment and planning. Big Ass Solutions plans production well in advance to meet the customer's expectation. "A good ERP system is huge from the standpoint of being able to take all of the demand, all of the sales orders, and tie everything together," said Greg Finley, production manager. "Epicor ERP literally ties our company together from beginning to end and all the way to shipping product to customers in a timely manner."

Business intelligence in the supply chain

Big Ass Solutions is no stranger to some of the biggest challenges in manufacturing—reducing costs, maximizing inventory, and meeting fluctuating demand. However, where it

sets itself apart is how deep it goes into the data provided by its Epicor ERP to grow its business through procurement—whether it's leveraging existing vendor data for better rates on materials or identifying new business opportunities, using the business intelligence data provided by its Epicor ERP solution is at the forefront of the company's growth goals.

"I think one of the things that's most important when I look at the business as we've grown is the fact we're able to have more analytics, more vision on the company and on the parts," said Smith. "In order to take advantage of new opportunities, you have to have business intelligence. We think that the ERP system that Epicor provides that's a major component—all of our analytics are built on that. It's very important for us, because we can't tell what opportunities we can avail ourselves of if we don't have the figures. If we can't quantify it, it doesn't exist."

Looking back at switching from the ERP system struggling with a \$25 million revenue company, Carey said, "From a customer perspective, talking to a supplier I feel honesty is important, and we're very pleased with the way it's worked out. Now it's been 10 years later and it's [Epicor ERP] still working. It's great. We've been able to grow into a \$300 million company by investing in software that allows us to reach our customers, and control our inventory and production. I can't imagine how this could have been done without having a very robust software system and partner, like Epicor."

About Epicor

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software that is designed around the needs of our manufacturing, distribution, retail, and service industry customers. More than 40 years of experience with our customers' unique business processes and operational requirements is built into every solution—in the cloud, hosted, or on premises. With a deep understanding of your industry, Epicor solutions spur growth while managing complexity. The result is powerful solutions that free your resources so you can grow your business. For more information, [connect with Epicor](#) or visit www.epicor.com.



Contact us for more information on Epicor Products and Services

+1.800.999.6995 info@epicor.com www.epicor.com

Corporate Office
804 Las Cimas Parkway
Austin, TX 78746
USA
Toll Free: +1.888.448.2636
Direct: +1.512.328.2300
Fax: +1.512.278.5590

Latin America and Caribbean
Blvd. Antonio L. Rodriguez #1882 Int. 104
Plaza Central, Col. Santa Maria
Monterrey, Nuevo Leon, CP 64650
Mexico
Phone: +52.81.1551.7100
Fax: +52.81.1551.7117

Europe, Middle East and Africa
No. 1 The Arena
Downshire Way
Bracknell, Berkshire RG12 1PU
United Kingdom
Phone: +44.1344.468468
Fax: +44.1344.468010

Asia
238A Thomson Road #23-06
Novena Square Tower A
Singapore 307684
Singapore
Phone: +65.6333.8121
Fax: +65.6333.8131

Australia and New Zealand
Suite 2 Level 8,
100 Pacific Highway
North Sydney, NSW 2060
Australia
Phone: +61.2.9927.6200
Fax: +61.2.9927.6298

The contents of this document are for informational purposes only and are subject to change without notice. Epicor Software Corporation makes no guarantee, representations or warranties with regard to the enclosed information and specifically disclaims, to the full extent of the law, any applicable implied warranties, such as fitness for a particular purpose, merchantability, satisfactory quality or reasonable skill and care. This document and its contents, including the viewpoints, dates and functional content expressed herein are believed to be accurate as of its date of publication, September 2016. The results represented in this testimonial may be unique to the particular user as each user's experience will vary. The usage of any Epicor software shall be pursuant to the applicable end user license agreement and the performance of any consulting services by Epicor personnel shall be pursuant to applicable standard services terms and conditions. Usage of the solution(s) described in this document with other Epicor software or third party products may require the purchase of licenses for such other products. The results represented in this testimonial may be unique to the particular user as each user's experience will vary. Epicor, and the Epicor logo are registered trademarks or trademarks of Epicor Software Corporation in the United States, certain other countries and/or the EU. All other trademarks mentioned are the property of their respective owners. Copyright © 2016 Epicor Software Corporation. All rights reserved.