

Standard Change-Makers



Enhancing Productivity with ERP

Since 1955, Standard Change-Makers, Inc. has been in the business of designing and manufacturing currency changers for both self-service and coin-operated industries.

The founder of Standard Change-Makers, James R. McNutt, Sr., ran the company with his three sons, Rob, Alexander, and James R. McNutt, Jr., who is now the company's president.

Even before Standard Change-Makers was founded 65 years ago, James McNutt Jr.'s great grandfather founded the world's largest manufacturer of coin-operated locks, Nik-O-Lok, in 1910. To this day, both companies remain family-owned and fully operational.

To keep their company running smoothly, they decided to implement an ERP system to increase the visibility and functionality of company operations. Their system and the notebook pages that housed their company's data could no longer keep up with their evolution into an industry leader.

Like most companies, Standard Change-Makers faced challenges as they grew. They wanted to create reports more efficiently and their information was scattered across multiple departments, which made compiling information difficult. When looking for a new system, they knew that reporting capabilities would need to be a priority when selecting a vendor.

“Our previous DOS-based system could not meet the growth of our business and the manufacturing industry as a whole.”



Robert Unterborn
Controller

The team selected MIE Trak Pro in April 2017 as their ERP system, and have seen the difference that a robust software contributes to a company like Standard Change-Makers. The MIE Solutions project team provided a smooth implementation process and had Standard Change-Makers up and running by their goal of October 2017.

Among the benefits of using MIE Trak Pro, Standard Change-Makers' use of the Product Configurator module saved them hours on creating orders.

They make daily use of the Product Configurator to meet their customers' needs without wasting precious hours re-entering similar part numbers and data. The time they save using this feature allows them to spend their resources on other facets of their business.

According to Controller, Robert Unterborn, switching to MIE Trak Pro enabled them to identify and correct cash-burning activities, saving him and his team an impressive \$250k since introducing the software. They also increased their revenue by \$1.2 million and brought on 17 new employees since implementing MIE Trak Pro in 2017.

They found that MIE Trak Pro worked well with their standard practices, allowing them to drill down into various transactions and easily move between modules. This helps them manage their business processes and determine ways to improve. As a leader in the manufacturing of change machines, payment kiosks, and entry systems worldwide, Standard Change-Makers continue to build on the innovations James, Sr. started over half a century ago.

Challenges

- Creating reports efficiently
- Scattered data throughout different departments
- Order entry took too much time

Solutions

- The team selected MIE Trak Pro in April 2017 as their new ERP system and have seen the difference that a robust software contributes to a company like theirs
- MIE Solutions was able to provide a smooth implementation process and had them up and running by their goal date of October 2017

Value Added

- Increased sales in sheet metal fabrication by \$100k in one year
- \$250k in savings in less than two years by identifying and correcting cash-burning activities
- Increased revenue by \$1.2 million and onboarded 17 new employees in less than two years with MIE Trak Pro

“Since moving to MIE Trak Pro, we were able to focus on the sheet metal fabrication aspect of our business and were able to increase sales in this one area over \$100,000 in a single year!”

— Robert Unterborn, Controller

**Learn more about
MIE Trak Pro**

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