Compound Growth

Personal care product manufacturer House of Cheatham makes a critical software change — just in time for unprecedented growth.

House of Cheatham wanted to take their business the next level. They knew they would have to take a long look at their existing financial, distribution and manufacturing systems and make some improvements. They had outgrown the use of a popular entry level system and it was time to make a change.

"We pushed and pulled our system way beyond what it was intended for," says Frank Auman, Sr. VP. "It was time to find a system that could grow with us as we took our business to the next level. We needed a system that would engage all members of our staff to make sound business decisions."

House of Cheatham manufacturers hair care products

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–FRANK AUMAN
Sr. VP, Finance and Operations, House of Cheatham

such as shampoos and conditioners as well as a number of other personal care products. One part of the business is traditional formula manufacturing and the other part is kit assembly.

Auman says they spent most of the time in the selection process understanding their business and finding a solution that best fit that model. "We determined that we are a hybrid of batch and assembly. We had to find a solution that could compound our formulas and assemble our various multi–part kits."

House of Cheatham selected Vicinity to address the manufacturing needs and Microsoft Dynamics™ for finanicals and distribution.

" We compared discrete systems and process applications. Vicinity offered the best flexibility for us," says Auman.

"Our solution had to be flexible. We are constantly developing new products and solutions. There is no telling what is going to change for us tomorrow. We feel our system with Vicinity provides that needed flexibility."

Growth is no longer a concern at House of Cheatham. By selecting Vicinity they are able to focus on other daily issues.

During the implementation of Vicinity and Microsoft Dynamics®, House of Cheatham experienced unprecedented growth. That growth has continued each quarter since the implementation has been a new record.

"It's good that we did not wait any longer than we did. The volume would have been too much to manage on our old system", says Auman.

Because House of Cheatham selected a software application that was written specifically for the chemical manufacturing business, they were able to spend critical time on improving business flows and less time on software customizations.

"I shudder to think what we would have done if we had not made the change when we did. We learned a great deal about ourselves and we would make the same decision again. Our systems are truly part of our success", comments Auman.

Microsoft Dynamics® along with vSync's integrated EDI Compliance solution made some of the more complex distribution issues fade away as minor obstacles. This is a true testament to bringing the right solutions to address the toughest issues.

Written on the .Net Framework and using SQL server as the database Vicinity provides an affordable solution to this growing company. House of Cheatham is now positioned to grow many times over without fears of outpacing its software solutions.

"It is nice to know that we have Microsoft and Vicinity in our corner. When we needed help the most they were there. We are now able to focus our attention on our most important task — serving our customers."

Powered by a team of developers, technical experts, and business consultants all based in the U.S., Vicinity is known for introducing the first software product for formula–based manufacturing in the Microsoft Dynamics® reseller space. By delivering the most robust and flexible software available to our market, we help companies of all sizes manage limitless recipes, improve inventory visibility and control, enhance quality assurance, eliminate redundancies, reduce costs – and most of all, experience smart growth.

Help your customers streamline and scale with Vicinity. Go ahead, put us to the test. We're ready to mix it up with anyone. Call Vicinity at **770–421–2467** or visit us online at **www.vicinitysoftware.com**.

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