

TOOLS FOR CHANGE: NET AT WORK HELPS DELTA SCREW COMPANY TRANSFORM TECHNOLOGY



DELTA SCREW COMPANY

CHALLENGE

Delta Screw Company had not updated their Sage 300 (formerly known as ACCPAC) application in the 17 years they'd owned it. In addition to the database age, remnants of an earlier virus left corrupt files.

SOLUTION

After a setback working with a different partner, Delta Screw selected Net at Work, who successfully planned and executed the modernization.

RESULTS

- Professionally planned and executed project minimized disruption to operations.
- Unexpected challenges during conversion were addressed within the project scope.
- Client was exceptionally pleased with the result and impressed by the process.
- Current technology allows Delta Screw to leverage modern functionality and feature set.

For over fifty years, Delta Screw Company has been manufacturing and distributing bolts, screws, fasteners and specialty tools to industries throughout the greater Chicago area. It's a family-held business with a strong reputation for quality, service and innovation.

17-YEAR-OLD SOFTWARE BRINGS COMPLEXITIES

When Delta Screw sought to update its Sage 300 (ACCPAC) solution, it faced a number of hurdles. "The database hadn't been updated since it was implemented back in 2002," explains Shirley Crocker, Senior Business Analyst for Net at Work. "Converting an older database is challenging, and involves many steps. In addition, we found remnants of corrupt data caused by a virus that hadn't been completely eradicated—that added additional complexities."

Delta Screw initially contracted with another business consultant to perform the conversion, but after months of frustrating delay, Carl Latona, Office Manager at Delta Screw, let that consultant go and reached out to Net at Work. "They felt they needed a larger firm with more depth, breadth and resources," says Daniel Barnett, Net at Work's Senior Account Manager on the project.

SKILLED PLANNING AND EXECUTION GET THE JOB DONE

It takes careful pre-planning and preparation to accurately convert an older database to the latest technology. "We literally performed five separate conversions to bring the data up to the most current version of Sage 300cloud in phases," explains Crocker. "And we used four different computers, each running various versions of Windows. Net at Work's methodical and detailed approach pays off during complex projects like this. Despite the complexities, the process went very smoothly."

"We frequently meet companies that have been running on Sage 300 for years without updating the software," says Barnett. "In many ways, that's a testament to how stable and powerful the application is. But by any measure, 17 years is a long time to wait. I'm really pleased we were able to help Delta Screw modernize their business management software and that the process went so smoothly. And they've promised us they won't wait quite so long next time!"

Delta Screw Company praises Net at Work and the team that successfully completed the project. "I would recommend Net at Work to anyone that uses Sage 300cloud, without hesitation," concludes Latona.