



# BEATING THE CLOCK

How Algorithm, Inc. supported Global SFC Valve through pressure-filled timetables and a devastating loss while migrating to Acumatica Cloud ERP.



*As 2020 began, Linda looked back and realized that Bob had prepared all of them to take over the helm – without even knowing it. “He loved to teach, and he taught us everything about the company in the last few years he was alive. Maybe it was subconscious on his part, but he did it.”*

– Linda Heining, CFO

## CHALLENGE

### RUNNING OUT OF TIME

The U.S. Navy trusts Global SFC Valve as its sole—source supplier for critical components. It must have an infallible ERP system. Global thought their original ERP purchase was that infallible system. And founder Bob Kirst was right—to a degree. The legacy platform was a perfect fit until 2017, when Bob’s team began to voice serious concerns.

Jesse Ramsal, Global’s IT systems engineer, discovered multiple sticking points in the software. Despite understanding how stressful it would be to switch ERP systems, Jesse had to admit their outdated ERP system was a “square peg in a round hole.”

The accounting team also had begun to voice concerns. Linda Heining, Global’s CFO, said, “As we grew, adding users to the system became cost-prohibitive. We had poor visibility on vendor payments and needed a platform with built-in accounting modules that would work seamlessly with other modules.”

With their legacy ERP software licenses expiring in less than a year, Bob knew it was time to make a change—and fast.

*“I like the collaboration with the Algorithm team. They helped us tailor the system documentation and training material to fit our specific needs.”*

– Sherry Abel, Training Manager



---

## SOLUTION CRITERIA

# JUST IN THE NICK OF TIME

Bob reached out to his ERP channel partner Algorithm, Inc. Algorithm had provided Global SFC with ERP software, support, and services. Knowing Global's ERP technology environment and Bob's fondness for long-standing business relationships, Algorithm recommended a new platform: Acumatica.



*"Doing business the right way was important to Bob. We knew he'd find Acumatica's CEO, Jon Roskill, to be just the type of business leader he could trust with his firm's technology backbone." – Mimi Bertram*

With their recommendation, Bob set out not only to investigate the platform, but to meet Jon Roskill, Acumatica's CEO, in person (eyeball to eyeball, which was Bob's way) for a candid conversation about the software, as well as Acumatica's business practices.



*"They were going to have to drag me kicking and screaming into this solution because of the expense of transitioning. Initially, I was not on board." – CFO Linda Heining*

With the help of Algorithm, Bob and his team took a deep dive into the viability of using Acumatica Cloud ERP for Global. Hesitant, but open, Linda liked Acumatica's open-source, web-based design, and that it was a full on-premise software solution. As a defense contractor, security is, of course, a critical concern, and government regulations prohibit a cloud-based system. Jesse liked these features too, and he saw the prospect of one day expanding its use to Android tablets.

Bob understood the Navy's mission and Global SFC's important role in it. Ultimately, he knew his company needed a 21st-century solution, and he realized it was his job to make the decision. He decided to switch. And with that, the firm began the migration process from its legacy "jalopy" of a system to a modern cloud ERP solution. "We've always been kind of a rip-the-bandage-off-fast type of company, so we went for it," Linda said.

Shortly after the migration began, the unthinkable happened: Bob Kirst unexpectedly passed away.

*"I love Acumatica's sound manufacturing foundation, its capacity to handle scheduling and designing of parts, and that the CRM communicates with and manages both vendors and customers."*

*– Jesse Ramsal, IT systems engineer*

---

## SOLUTION CRITERIA

# THE MISSION CONTINUES

With Bob Kirst's death, Algorithm understood the devastating loss Global SFC had suffered. Algorithm also understood that, despite Bob's absence, Global had to continue its mission to supply the U.S. Navy with parts – something Bob would have wanted as well.

"It was unbelievable. In a blink of an eye, we lost Bob, and I was immediately handed the torch to become president and CEO and lead the team through the ERP transition," said Linda.

With Acumatica's help, Algorithm was able to come alongside Global SFC and partner with them to make the ERP transition and Bob's forward-thinking vision for his company possible on time.

"Throughout the challenging transition, we have appreciated Algorithm's knowledge. If they didn't know the answer, Algorithm would find someone who did. They take our urgency seriously, and we appreciate that," Jesse said.

"The Acumatica solution simplified so many end-user functions for us. I do see Acumatica's clear advantages, and I know the increased efficiency will lead to a multitude of eventual cost savings over the long term," Linda added.

"I now realize that our old ERP system hadn't improved in the last 20 years. We were using outdated technologies that did not mesh well with our current operating systems and we just didn't know it. Algorithm did an incredible job of data conversion to combine the materials and routing into one Acumatica module," Jesse explained.

"They even designed a system to track labor hours, leaving the pay-per-user model behind," said Linda.

"Acumatica has modern program paradigms, and it is intelligently and logically designed. We have seen increased productivity through and through," concluded Jesse.

It was Bob's enduring promise for Global SFC to carry out its critical duties for the U.S. Navy. He understood the value of having trustworthy business relationships to accomplish that mission.

Global SFC can continue to count on the Algorithm team as their ERP channel partner, with Acumatica as its ERP solution. And that would make Bob very, very proud.



Algorithm, Inc. is an ERP, CPM and business process consulting firm specializing in helping small to mid-sized manufacturers and distributors. Founded in 1993 and based in Columbus, Ohio, Algorithm's team has 220+ years of combined ERP experience and has guided hundreds of customer implementations. Algorithm is not only an Acumatica Gold-Certified partner and leading ERP consulting partner, the firm delivers networking, warehouse management, corporate performance management and custom development solutions. Visit us at [algorithminc.com](http://algorithminc.com) to learn more.

**P: 1-888-522-8588 | E: [info@algorithminc.com](mailto:info@algorithminc.com) | www: [algorithminc.com](http://algorithminc.com)**