Improving ERP performance by 100%

Growing from a three-person box-fabricating operation to one of the largest regional packaging solutions manufacturers, Great Little Box Company required a major upgrade of its IT to keep pace

GLBC Great Little Box Company | Manufacturing | North America

Business needs

Timely information is a key ingredient for Vancouver, Canada-based Great Little Box Company (GLBC). Growing rapidly, the company needed a better way to respond to customer demands, create innovative designs, produce products efficiently and precisely manage inventory and deliveries.

Solutions at a glance

- Dell EMC PowerEdge MX modular infrastructure
- Dell EMC OpenManage Enterprise–Modular Edition systems management
- Dell EMC ProDeploy deployment services
- Microsoft SQL Server

Business results

- 100% ERP performance gains for faster access to orders and inventory
- Delivers substantially lower power and cooling costs
- Provides long-term platform for growth with no disruptions

- Deployed and fully functional within 48 hours with Dell ProDeploy
- Offers simplified management from a single "pane of glass"

100% performance gains

Drives down power and cooling costs $

Deployed within **48 hours**

Family-owned and operated for nearly 40 years, GLBC provides customers an award-winning, "one-stop-shop" for all packaging and shipping supplies—from corrugated boxes to folding cartons and protective packaging.

The company recently installed a new enterprise resource planning (ERP) solution linking every system and machine on the factory floor with information supplied by the sales and service team. To support its rapid growth, GLBC needed major performance enhancements from its IT infrastructure.

Powering the tools people need

The manufacturer looked at various options including HPE and IBM, before choosing Dell EMC PowerEdge MX. This integrated, modular solution enables the company to upgrade not only its computing, but also other critical data center assets including storage and networking resources in the same chassis.

"Our entire focus is to provide customers with absolutely the best packaging products that support their vision and business," says Doree Quayle, vice president for sales. "We have to make sure that we're evolving alongside our customers. That's where our new ERP system and PowerEdge MX come into play—ensuring that our people have the tools needed to do their jobs."

"Dell EMC PowerEdge MX was the best fit for us," states Sorel Apreutesei, IT manager. "We're excited that we can grow into the solution and stay with it over the next five to seven years."

He continues, "PowerEdge MX has delivered performance increases of up to 100 percent—for both our ERP implementation and other key applications. We rely on it day-to-day to streamline our business processes from sales to the factory floor."

In addition, with its previous infrastructure consisting of standalone servers and storage, GLBC faced increasing power and cooling demands. "With everything in the same box, PowerEdge MX substantially decreases our power and cooling costs and enhances our commitment to sustainability," adds Apreutesei.

Supporting a data-driven service portal

One of the solutions that's vital to GLBC's success is its service portal leveraging Microsoft SQL Server. The company's sales and service teams rely on the data in the portal to check inventory and track orders, and customers visit the portal as well.

With its previous infrastructure, performance and reliability issues were increasing, which led to problems on the production floor.

"PowerEdge MX lets us access data from our orders and inventory faster and more reliably," comments Apreutesei. "That helps get more products out the door on time to customers."

> *"To ensure that our employees have the best technology to do their jobs effectively, we selected Dell EMC PowerEdge MX."*
>
> **Doree Quayle,**
> Vice President of Sales
> Great Little Box Company, Ltd.

Management information at their fingertips

Dell EMC OpenManage Enterprise–Modular Edition, the Integrated Dell Remote Access Controller (iDRAC) and Dell EMC ProDeploy services greatly simplify the rollout and management of GLBC's IT infrastructure.

With the help of the ProDeploy team, GLBC was able to get up and running within 48 hours. OpenManage Enterprise–Modular Edition automates a variety of tasks and offers end-to-end visibility into compute, storage and networking resources from a single "pane of glass." This includes not only performance

data and potential alerts, but also vital information such as power usage and environmental measures.

"With OpenManage Enterprise–Modular Edition, we have all the information we need at our fingertips from home, office or the factory floor," Apreutesei says.

"There's a good chance that if you're buying something in a store, the package you're taking home is from Great Little Box Company," remarks Quayle. "To ensure that our employees have the best technology to do their jobs effectively, we selected Dell EMC PowerEdge MX."

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Sorel Apreutesei,
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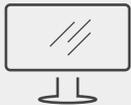
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