

Connecting Magpul to Modern Manufacturing

Magpul Industries uncovers actionable insights and opportunities with help from MCA Connect

THE BUSINESS

Magpul Industries designs and manufactures high-tech polymer and composite accessories and gear. With an emphasis on quality and customer engagement, Magpul has grown significantly over the past 20 years. But like many companies, they needed help with their journey to modernization.

THE CHALLENGE

Magpul was one of the first Microsoft customers to move from Dynamics AX 2012 to Dynamics 365 Finance. They went live in just seven months but didn't realize their existing data warehouse wouldn't work with the new ERP system. As a result, users struggled with a series of unexpected issues, and they had little visibility into the business.

Magpul worked with another partner to build a new data warehouse, but the project quickly fell apart due to an overly complex data model. Creating reports without using expensive outside consultants became impossible, and at times Magpul went two weeks without real-time data. In crisis mode, they turned to MCA Connect for help.

THE SOLUTION

Laying a foundation for success

The manufacturing experts at MCA Connect worked with Magpul stakeholders to stabilize the ERP system and build a strong foundation for strategic insight. User issues steeply declined, and the company's ERP platform now runs smoothly and effectively.

The MCA team then began rebuilding Magpul's data warehouse. The manufacturer needed a solution that was robust, but easy to use, and capable of pulling historical data. To give Magpul the information they needed, MCA implemented their proprietary modern data platform, DataCONNECT™.

Consolidating data from Dynamics 365, enterprise systems, and legacy solutions, DataCONNECT™ gives companies "one version of the truth". As a result, Magpul has easy access to the information they need to make smart, strategic decisions. After building a solid data model and implementing DataCONNECT™ with Power BI, Magpul was able to create new reports and dashboards to drive strategic decisions.



MAGPUL

AT-A-GLANCE

Magpul was experiencing unexpected issues with their new Dynamics 365 system and they had little visibility into their business. Part of the problem was that they didn't realize their existing data warehouse wouldn't work with the new ERP system.

The Solution

- Microsoft Dynamics 365 Finance
- Microsoft Power BI
- DataCONNECT™ Data Warehouse
- Connected Blueprint™

"We learned that the right software isn't enough. Having a partner with both ERP and business analytics capabilities is what we needed to succeed."

- January Clarke, IT Director at Magpul

Creating a blueprint for innovation

After helping Magpul gain strategic insights, MCA Connect began assisting with more widespread innovation. To get a clear path to their desired future state, Magpul completed a series of Connected Blueprint™ strategy engagements.

MCA's Connected Blueprint™ is a quick-hit strategy engagement designed to help manufacturers accomplish strategic goals for improving and optimizing their systems. Magpul's Connected Blueprint™ projects focused on product development and supply chain management.

Benefits of these engagements included:

- Regular dialogue between business stakeholders and IT
- Engaged subject matter experts who realized the benefit of change
- Industry best practices applied to Magpul processes

Connected Blueprint™ will enable Magpul to better plan with suppliers and customers to ship products more quickly and efficiently. By the end of 2022, they hope to reduce on-hand inventory by 36%. These strategic engagements have also become Magpul's go-to method for aligning IT and business stakeholders. Critical decisions that used to take months or years now take a few weeks.

"Connected Blueprint™ has been instrumental in helping us start the improvement journey and meet our goals for innovation and optimization. In the future, we plan on taking this approach across our business."

- January Clarke, IT Director at Magpul

Partners since 2014, MCA Connect has helped Magpul achieve the following:

- Full visibility into the supply chain, open orders, and inventory levels
- The ability to create efficient production schedules to meet high market demands
- Scorecards and reports to drive strategic business decisions
- Improved delivery times and better supplier relationships
- The ability to uncover opportunities for improvement and change
- Expansion of Dynamics 365 for Customer Engagement across teams
- Continuous optimization and improvements

"MCA is part of the Magpul team. Their recommendations prove to be right and has built trust across our organization. They are also very attentive when we want or need something. We always get a quick response when we need help figuring out how to solve a problem."

- January Clarke, IT Director at Magpul

ABOUT MCA CONNECT

Through passion and deep industry expertise, MCA Connect helps manufacturers succeed by unlocking innovation with actionable business insights. Our strategic solutions, innovation, and industry intelligence help manufacturers across all sub-industries solve critical issues, modernize operations, and gain a competitive edge. To learn more, visit MCAConnect.com or contact us at solutions@mcaconnect.com.

