



Case Study:

Betts Company Transforms their Operations with Infor CloudSuite Industrial and Guide Technologies

Betts Company is a sixth-generation, family-owned manufacturer serving the transportation industry with high-quality springs, mudflap hangers, and fenders. With a history of craftsmanship and innovation, Betts has grown into a multi-division operation focused on delivering durable, American-made components.

“They have a qualified set of people always engaged with you, very responsive and working together to resolve the challenges we have at Betts.”

The Challenge:

Legacy Systems and Global Competition

The company faced challenges as the business expanded across three divisions. As demand increased and the competitive landscape shifted, with pressure from both overseas suppliers and domestic low-cost producers, Betts recognized the need to modernize its operations. The company began evaluating solutions that could support scalable growth while preserving its commitment to quality and service.

The company's legacy systems lacked the integration and real-time visibility needed to keep up with its growing supply chain demands. Siloed applications made it difficult to maintain accurate item costs and current inventory levels. As the company grew, they realized the need for a modern ERP platform that could centralize operations and ensure consistency across all departments.

The Solution:

Moving to the Cloud with Guide Technologies

In 2018, Betts partnered with Infor to implement its first ERP solution. Building off their relationship with Infor, Betts selected Guide Technologies as their partner when moving their legacy system to the Cloud. After evaluating the current systems and tools, Guide determined that Infor CloudSuite Industrial was the best cloud option. The implementation included CSI, Advanced Planning and Scheduling, Infor Document Management (IDM), Electronic Data Interchange (EDI) and Factory Track.

The new cloud-based system allowed Betts to move away from siloed tools and adopt more standardized business processes. It created a unified source of truth across the enterprise, enabling real-time access to key information, improved visibility into operations, and gave the organization the ability to respond quickly to changes in demand and supply chain fluctuations.

The Result:

CloudSuite Industrial Driving Efficiency and Growth

Since implementing CloudSuite Industrial, Betts has significantly improved its ability to manage item costs, track inventory in real time, and streamline supply chain coordination across all their divisions. Having embedded tools and metrics, such as critical numbers to monitor sales, bookings, and on-time deliveries, it has improved their overall accuracy on job orders.

The integration of Electronic Data Interchange (EDI) has greatly contributed to faster customer response times, which has led to a measurable improvement in customer satisfaction. Employees now find it easier to access up-to-date data within the system, leading to faster decision-making and accountability across teams. The cloud platform has also proven to be more user-friendly and accessible than the company's former on-premises solution.

Betts Company is now well-positioned to meet future growth with a scalable, cloud-based ERP solution tailored to its industry. With a unified system in place and a strong partnership with Guide Technologies, the company is prepared to drive continued innovation and maintain a competitive edge in the transportation manufacturing sector.