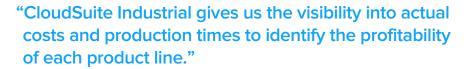# Prince Manufacturing Corporation increases visibility and control with CloudSuite Industrial

Founded in 1941, Prince Manufacturing Corporation is a US-based industrial machinery and equipment manufacturer. Prince manufactures hydraulic components specializing in cylinders, mobile valves, gear pumps, and motors.

Based in the Midwest, Prince employs more than 300 employees across four manufacturing plants, a state-of-the-art R&D center, and warehouse facilities. In addition to a full range of stock products, Prince provides full configurability of equipment as well as engineered-to-order custom items.

HEADQUARTERS
North Sioux City, SD, USA

INDUSTRY
Industrial Machinery & Equipment

EMPLOYEES
300+

USERS
200+

INFOR PRODUCTS
Infor CloudSuite™ Industrial (SyteLine), Infor® CloudSuite Configure Price Quote (CPQ), Infor Factory Track®

WEB SITE
princehyd.com

"CloudSuite Industrial gives us the visibility into actual costs and production times to identify the profitability of each product line."

Mark Mazour
ERP Project Manager, Prince Manufacturing Corporation

Antiquated IT systems

As Prince grew over the past few years, its IT systems failed to keep pace with the expansion of the company. Across its facilities, Prince had a single staffer who knew and maintained its old and outdated enterprise resource planning (ERP) system. To meet the demands of its growth over the years, Prince was required to build and incorporate more than 50 custom programs and integrations.

Prince had the option to upgrade to a newer version of its old ERP system and also upgrade these add-on programs and integrations. However, the complexity involved with planning production operations across four sites and supporting growth of its customers, requiring custom and configured equipment, forced Prince's move to a new ERP. The company's stakeholders realized they needed to move to a more modern platform to empower the business to grow and stay competitive.

Implementing a new digital platform

Prince chose to implement the latest digital manufacturing ERP solution, Infor CloudSuite Industrial (SyteLine). The new solution included the last-mile capabilities and best business processes built in, to support Prince's requirements as an industrial equipment provider.

Prince deployed CloudSuite Industrial on-premises, using the system out of the box. The company replaced more than 40 of its previous custom programs and integrations with the new solution. Using the standard customer relationship management (CRM) module also allowed Prince to replace its previous best-of-breed CRM system. Its production planning time has been reduced 50% using the standard planning capabilities of this new digital platform.

Business results and efficiencies

< 1 year
implementation

50% reduction
in planning time

Eliminated 40+
custom programs & integrations

Supporting standard integrations

In addition to the new ERP, Prince is managing its shop floor operations across all sites with more than 200 users of Infor Factory Track's manufacturing execution system (MES) functionality. Utilizing standard capabilities of a leading ERP with Factory Track, Prince has the visibility across the organization to determine the profitability of each product line with actual costs and production times.

Prince has also improved its customer service. With more than 30% of orders as configured items, Prince is incorporating the Infor Configure Price Quote solution, connected to CloudSuite Industrial, to seamlessly meet the demands of its customers through online portals and ordering that integrates directly to the production operations.

The standard for digital transformation

Integrated industry functionality and best practices have positioned Infor CloudSuite Industrial (SyteLine) as the digital platform of choice for Prince. Infor solutions provide Prince the flexibility to meet customer demand and grow its business.

"The Infor solutions ensure we stay in business—and that we don't lose business."

Mark Mazour
ERP Project Manager, Prince Manufacturing Corporation

Learn more ›

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Infor builds business software for specific industries in the cloud. With 17,000 employees and over 68,000 customers in more than 170 countries, Infor software is designed for progress. To learn more, please visit www.infor.com.

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