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Software

Marching in step

STEEL PLUS software evolves with Boyd Metals

By [Lisa Rummler](#)

[Boyd Metals](#), Fort Smith, Ark., was founded nearly two decades ago. And a lot has changed since 1991: The metals service center employs more people, it operates out of more locations and it offers more products and services.

One thing that has not changed, however, is Boyd Metals' relationship with [Bayern Software](#), Phoenix, as well as its use of the company's [STEEL PLUS software](#).

"We actually had it just before we started, in our planning stages," says Tom Kennon, president of Boyd Metals. "Basically, we started from day one."

Each Boyd Metals facility uses STEEL PLUS, an enterprise resource planning software that Tim Holman, vice president of Bayern Software, describes as a core program for metal service centers and distributors.

"It encompasses all aspects of the metals business," he says. "STEEL PLUS includes an inventory module, a sales and quoting module, a purchasing module, accounting modules, document imaging and more."

And both Holman and Kennon say that as Boyd Metals has expanded, STEEL PLUS has grown with it.

"When Boyd Metals purchased our software more than a decade ago, they had only one location and a handful of computer users," says Holman. "Today, they have four locations and more than 100 computer users."

Maximizing potential

Bayern Software has been developing computer programs for the metals industry since 1985, and Holman says these years of experience have helped the company better serve customers.

"The metals industry is unique in that metals inventory is unlike any other in that it has multiple dimensions and grades and types and shapes," he says. "The metals industry is our niche and what we know. And our software, overall, allows them to maintain their business and keep costs down."

Additionally, Holman says many companies that use STEEL PLUS have said it has helped them do more with fewer workers.

"That's a real key and compliment at any time but especially in these economic times--people are cutting back on their number of employees and not necessarily hiring new ones," he says. "So the fact that the software allows them to be more efficient is really important."

Kennon says this is just one example of how STEEL PLUS has increased effectiveness and productivity at Boyd Metals.

"It's our software for accounting and everything in between for the service center use," he says. "We have real-time data for inventory and what's on our shop floor. And it's just gotten better and better. In the old days, you used to have a lot more people in the back room, in accounting and stuff like that, when it was all manual. This software has made it where we have fewer people doing the same amount of work."

Making the difference

In addition to the support of overall business applications from STEEL PLUS, Kennon says Boyd Metals has benefited from Bayern Software's willingness to troubleshoot and answer questions.

"The key to their software versus some of the other things we've seen is the support," he says "If there's a problem, they're willing to jump in and get it fixed."

Holman says Bayern Software is committed to providing this high level of support to all its customers, as well as helping them achieve their goals. And when those companies evolve and grow, as Boyd Metals has, Holman says STEEL PLUS can be an asset throughout the process.

"Boyd Metals is a great company, and certainly it's not just STEEL PLUS that has made them great," he says. "But our software has helped them along the way to grow at a fairly quick pace and manage that growth along the way." **MM**