



PREMIERE

PRECISION COMPONENTS

A Marco Company

Commercient SYNC Provides Accurate Reporting in One System

Commercient SYNC Integrates SouthWare & Salesforce Professional



Custom Molded Items



O-Rings



Plastic Parts



Bonded Parts



Gaskets



Assemblies



Precision Metal Components

Company Profile

SINCE 1998, Premiere Precision Components has supplied manufacturing firms with high quality custom molded products at an industry competitive price. Their dedicated and knowledgeable team will develop a manufacturing and logistics solution to their specific production or supply chain requirements. Their mission is to offer good quality products at extremely competitive prices. To accomplish this task, Premiere Precision Components will: always put customers first by offering the best quality service in the industry. recognize that people are their greatest resource and the key to the success of their customers. They will find ways to accommodate each customers' requests and still remain profitable. They will always guarantee products of the highest quality to each and every customer.

LOCATION

Holiday, Florida

EMPLOYEES

31-50

INDUSTRY

Distribution

Customer Business Model (B2B, B2C, or Both)

B2B

SOLUTION(S)

Commercient SYNC

ERP & CRM

SouthWare & Salesforce Professional

GO LIVE DATE

Summer 2021

| CHALLENGES | SOLUTIONS | RESULTS |
|--|--|---|
| Leverage a new ERP to replace an older one | SouthWare, a scalable ERP solution for manufacturers, distributors, etc. | Premiere Precision Components streamlined operations and finance |
| Replace a previously used CRM with a state-of-the-art solution | Salesforce Professional, the leading CRM in the world | The sales team can effectively manage their clients, scheduling, calls, and more, in CRM |
| Data between SouthWare and Salesforce remained siloed | Commercient SYNC, the #1 data integration platform for sales | Premiere Precision Components can easily access ERP data in Salesforce, plus reports for the Board of Directors |

Notes & Results

- **Premiere Precision Components is a leading supplier of high quality custom molded products at an industry competitive price.** They replaced a previous ERP with **SouthWare** for their operations and finance.
- The company leveraged **Salesforce Professional, the top cloud-based CRM in the world, to improve the management of sales, customers, opportunities, leads, etc.**
- “Our sales team can do a lot of their work in Salesforce, like **schedule their meetings, log calls, and do follow-ups. They find it to be pretty user friendly,**” said Tyler McGinnis, Vice President of Sales and Director of Sourcing. **“Plus it’s easier to pull opportunity information and quotation information out of Salesforce.”**
- The team at Premiere Precision Components worked with **Commerciant to implement SYNC, the #1 data integration platform for sales, to connect their SouthWare and Salesforce systems.** This also helps with **reporting.**

Notes & Results

- With Commerciant SYNC, the team at Premiere Precision Components can access SouthWare data directly in Salesforce Professional. This includes **customer information, accounting records, sales orders, customer movement, invoicing information, serial numbers, quotes to opportunities, and much more.**
- **“SYNC helps with monthly and quarterly reporting for our board, and it also gives us accurate reporting in a single system,”** explained Tyler McGinnis. **“We can look at quotations, opportunities, and activity, along with accurate sales numbers.”**
- Commerciant will continue to work on refining the SYNC with the team at Premiere Precision Components, giving them a **360-degree view of sales, marketing, and customers.**

ABOUT COMMERCIENT



Commercient SYNC makes ERP and CRM data integration simple, quick, and efficient. Over the years we've helped companies of all sizes integrate their ERP data with their CRM system, helping businesses become more efficient.

Their SYNC integration has grown to over 110 systems, including Sage, QuickBooks, Acumatica, Epicor, JobBoss, NetSuite, Plex, SAP, SYSPRO and many others. With their ERP and CRM integrations, the data is SYNC'd to both systems in real time without the need for manual data entry, or the risk of human errors.

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