



BATCHMASTER®
ERP for Process Manufacturers

How SIPCO Innovations Cut Procurement Planning Time by 50% — and Unlocked Working Capital

Customer Success Story:



SIPCO Innovations, Inc. is an industry leader dedicated to developing and manufacturing sustainable, high-performance specialty chemical formulations and eco-friendly solutions. Serving diverse sectors across North America, the company's growth relies heavily on rigorous compliance, complex formula management, and precise batch consistency. To sustain its competitive edge and scale production, SIPCO requires unwavering operational agility, complete regulatory adherence, and tightly controlled workflows.

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Our procurement planning cycles used to demand days of tedious data entry and copy-pasting across platforms. By introducing an interactive MRP dashboard and bulk PO creation, we cut that planning time by 50% and instantly optimized our working capital.

Amir Banimostafavi
CEO, SIPCO Innovations

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KEY BUSINESS OUTCOMES

- **50% Reduction in Procurement Planning Time:** Replaced manual data entry and cross-platform copy-pasting with an interactive MRP dashboard and bulk PO creation capability.
- **20% More Cash Potentially Released from Inventory:** Accurate demand planning eliminated the need for excess safety stock, freeing up working capital.
- **Audit Readiness from Days to Minutes:** Bidirectional digital tracing drastically cut compliance audit preparation time.
- **System-Enforced QC Checkpoints:** Non-compliant materials cannot enter production, safeguarding product integrity regardless of schedule pressure.
- **Zero Manual GL Reconciliation:** Financial transactions automatically post at the item group level, enabling a real-time P&L from day one of month-end close.



CUSTOMER	SIPCO Innovations, Inc.
INDUSTRY	Specialty Chemicals
LOCATION	Delta, British Columbia, Canada
PRODUCT	BatchMaster ERP with SAP Business One
SYSTEMS REPLACED	Manual Systems

CHALLENGES

Prior to optimizing its system, SIPCO Innovations faced operational bottlenecks tied to a fragmented, manual Procure-to-Pay workflow. Critical data was siloed across departments, making it difficult for leadership to gain a comprehensive, real-time view of supply chain health and resource availability.

Disconnected purchasing, receiving, and accounts payable workflows created data silos, administrative delays, and increased risk of human error. Inventory levels, procurement statuses, and supplier performance details were scattered across systems, hindering strategic decision-making. Production planning, material requirements planning (MRP), and quality control protocols were handled independently rather than natively integrated into the core operational lifecycle, and managing complex compliance data manually made it harder for the company to scale and navigate audit demands.

SOLUTION

● Unified Procure-to-Pay Pipeline

SIPCO deployed BatchMaster ERP with SAP Business One to unify its end-to-end operations into a single, high-visibility platform, integrating core financials and purchasing directly with specialized manufacturing requirements.

● Automated Planning & Purchasing

SIPCO transitioned to automated Material Requirements Planning and system-driven purchase order generation, replacing manual forecasting and cross-platform data manipulation with live production-demand calculations.

● Native Quality Gates

Strict quality control checkpoints are now tied natively to specific stages of the procurement cycle, rather than managed as a separate process.

● Executive Visibility

Real-time oversight dashboards give leadership a live view of operational health and supplier compliance across the business.

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Streamlining our Procure-to-Pay process has completely transformed how we operate. By connecting our demand planning directly to automated purchase orders and system-enforced quality gates, we've eliminated manual errors and visibility gaps in our purchasing loop. We now have a full, clear document trail from the moment an order is placed to the final payment, giving us absolute control over our entire supply chain.

Amir Banimostafavi
CEO, SIPCO Innovations

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BENEFITS



Faster, More Accurate Planning

An interactive MRP dashboard and bulk PO creation replaced days of manual data entry, cutting procurement planning time in half.



Instant Audit Readiness

What used to be a multi-day manual search through files is now an immediate, exportable audit trail. Bidirectional lot-tracing lets the team retrieve complete documentation on demand, forward from a vendor lot number through every batch it touched, or backward from a complaint to every raw material consumed.



Real-Time Financial Close

Automatic GL posting at the item group level gives leadership real-time P&L visibility from day one of month-end close, eliminating manual reconciliation.

LOOKING AHEAD

With procurement, planning, quality, and compliance now unified in a single source of truth, SIPCO has the scalable operational foundation it needs to support continued growth and regional expansion.



Working Capital Released

Accurate, demand-driven planning eliminated the need for excess safety stock, freeing up cash previously tied up in inventory.



Product Integrity, Enforced by the System

Materials placed under a system-enforced "Quarantine" status cannot enter production until they pass lab testing and quality inspection, removing reliance on manual compliance tracking.



ABOUT BATCHMASTER SOFTWARE

BatchMaster Software is a leading provider of ERP solutions that help emerging and growing formula-based manufacturers streamline their operations and scale production while reducing costs and complying with changing customer demands and ever more stringent regulatory mandates. The company delivers industry-specific solutions for Food, Beverage, Nutraceuticals, Pharmaceuticals, Cosmetics, Chemicals, and other process industries. BatchMaster ERP is seamlessly embedded within SAP Business One, providing a comprehensive process manufacturing solution that is available on-premise and in the cloud. BatchMaster Software has served the process manufacturing market for over 30 years and supports thousands of customers worldwide.



BatchMaster Software

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