

Connecting Systems, Unlocking Growth: Kinematics Drives Global Efficiency With Saltbox



About



Headquartered in Phoenix, Arizona, [Kinematics](#) delivers critical motion control systems that optimise, simplify, and secure energy production with leading bankability.

Entrepreneurial since its beginning three decades ago, the company makes gearboxes that power applications requiring precision control of slow movement. Initially used for industrial operations, the gearboxes caught the attention of the solar industry 20 years ago.

"That's how we grew," says Starla Reichow, Kinematics' CFO. "We're now the leading provider of gearboxes to the solar tracker utility-scale market in the world. We still do industrial applications, and we're growing into satellite applications."

Kinematics operates six manufacturing facilities and seven support offices across the Americas, Europe, and Asia.



Setting a Gold Standard With Vision33

When Kinematics moved its manufacturing operations to China, it needed a powerful ERP solution. *"They implemented SAP Business One,"* Starla says. *"It handles full-fledged manufacturing—from a raw casting to building out a gearbox."*

SAP Business One helps manufacturers streamline production, inventory, and financials in one solution, providing real-time visibility into operations and costs and enabling better decision-making.



After upgrading its China operations to the latest version of SAP Business One, Kinematics partnered with Vision33 to implement the ERP solution for its sales operations in the United States.

"I did some internet searching and spoke with other businesses," Starla says. *"I decided Vision33 was the best partner after interviewing several suppliers."*

With multiple awards and accolades from SAP, Vision33 is synonymous with excellence in SAP Business One and has lived and breathed the solution for over 20 years.

"I learned that SAP has a gold standard of partners, and I found it interesting that Vision33 and our partner in China are gold partners for SAP Business One," Starla says. *"I did my due diligence properly. I also appreciate the two partners working together to improve our capabilities across both platforms."*

Adding Integration, Not Resources

Kinematics needed its China and United States SAP Business One platforms to talk to each other. Enter Saltbox Integration Platform, Vision33's exclusive cloud-based integration solution that connects any application, data set, or an entire tech stack.

"It became very obvious Saltbox is a valuable tool that will allow us to grow the business without adding resources," Starla says. "We wouldn't be where we are today in terms of managing the business without Saltbox."

Streamlining Item Master & Transaction Management

Kinematics first used Saltbox to synchronise item masters, which are issued from China. Before Saltbox, three entities—China, the US, and Switzerland—had different item masters for the same products, requiring significant manual effort to reconcile the data.

"It was a nightmare," Starla says. "China called it one thing for a part number, we called it a different thing for a part number in the US, and our Switzerland entity called it a different thing for its sales. What we put in place is that if China issues the item master, it feeds into the other systems. Saltbox was the tool for that. That was a big deal."

Kinematics next used Saltbox for intercompany transaction management.



Because Kinematics is an international company selling products to multiple intercompany entities in locations with significantly different tax laws, SAP costs were correctly being recorded at transfer price, and intercompany profit was being eliminated at the consolidated income statement level. However, when Starla was in the United States SAP Business One system looking at margins, they weren't "real".

With Saltbox, whenever the United States buys a part or a finished good from China, the weighted average actual cost is transferred from the China system into the United States system. A "transfer price adder" (China's profit) is booked in a separate field.

"Now, I can get to the gross margins on the products we're selling," Starla explains. "I struggled for four years to get margin analysis, and now we have it. That's a huge benefit of Saltbox."



Generating Goodwill Through Efficiency



Saltbox also handles Kinematics' SAP Business One-HubSpot integration. Prospect contact data is stored in HubSpot, and if an opportunity becomes a sale, Saltbox pushes the contact data into SAP Business One.

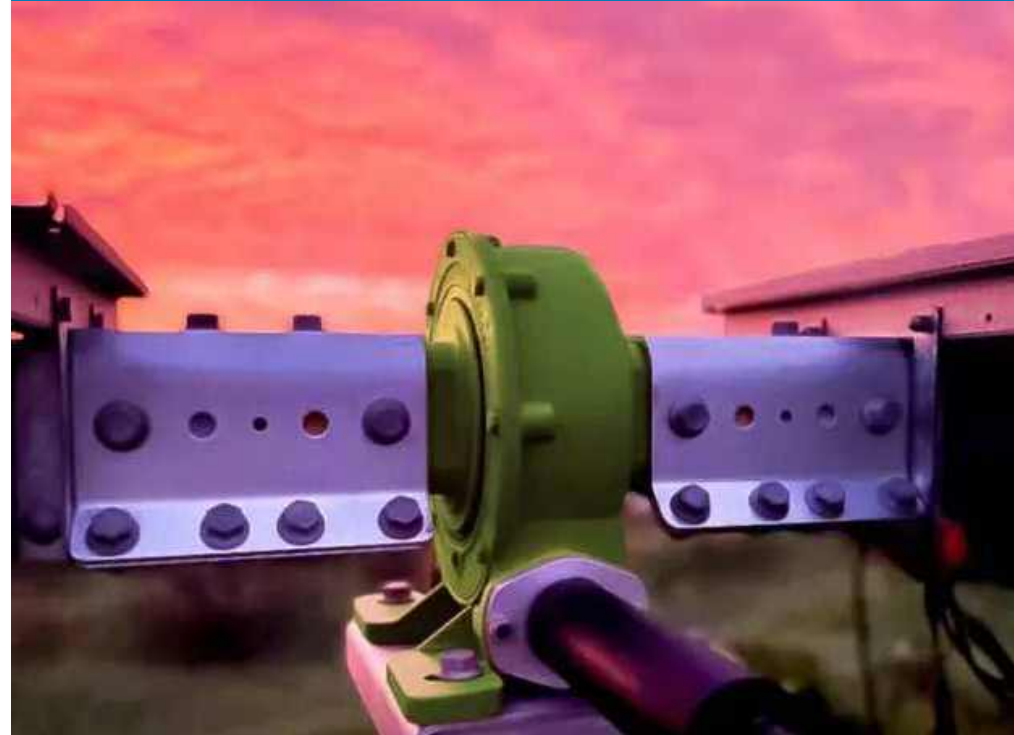
Kinematics' next Saltbox project is integrating SAP Business One with SOLIDWORKS PDM, a centralised vault on Microsoft SQL that manages engineering data, CAD files, and technical documentation.

"We've standardised Saltbox as the toolset for our connections," Starla notes. "It makes things smoother. Because if the item master's not right, the customer's not happy. If the delivery transactions don't get processed efficiently, we can't invoice effectively, and the customer's not happy. With Saltbox, we don't have those problems. These things are effective and efficient, and that generates goodwill throughout the business."

Working Together for a Bright Future

As Kinematics eyes opening additional facilities and expanding its supply chain, the company will rely on its trusted partnership with Vision33.

"I think you always need to get the best value out of your ERP solution by working with your partner to evaluate additional efficiencies," Starla concludes. "We have a strong relationship with Vision33. They listen to us. Their consistent customer service approach is, 'We're here for you. Let's work together to come up with the right solution for the business.'"





Vision33 transforms business processes and results for customers by delivering value through the promise of technology and its benefits for growing businesses. For over 30 years, Vision33 has helped companies integrate and automate their business processes and applications to better serve their customers, employees, and stakeholders. The technologies may have changed drastically in 30 years, but Vision33's mission has never wavered.

With over 1,000 customers worldwide, Vision33 helps manufacturers, distributors, service firms, and SaaS businesses outperform their competition and lead their industries with successful technology investments.

With nearly 400 employees, Vision33 offers product expertise, business experience, and innovative technology leadership. Whether it's a global company with 100 subsidiaries or a small business, Vision33 works alongside every customer to meet their goals.

Vision33 also has formal partnerships to resell, implement, and support leading ERP applications, is a leader in cloud deployment, and has developed exclusive products, including Saltbox and Lumiya.

For more information about Vision33, visit vision33.co.uk.

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