Customer Success >>

Laying the Groundwork for Growth

All American Poly's journey to IFS Cloud™

With Arcwide's support, All American Poly implemented IFS Cloud to unify systems, replace manual processes, and build a flexible, scalable platform to power their long-term growth strategy.

all american poly
Over 40 years in business.

Summary

All American Poly (AAP) partnered with Arcwide to implement IFS Cloud and modernize its business systems. The phased rollout replaced legacy systems and spreadsheets, creating a foundation for automation, integration, and long-term strategic growth.

The Business Challenge

Before implementing IFS Cloud, AAP operated on a patchwork of legacy systems, spreadsheets, and manual processes. The company recognized that to support larger clients and drive efficient growth, it needed a unified, scalable ERP platform. AAP's leadership developed a strategic technology roadmap and partnered with Arcwide and IFS to make that vision a reality.

AAP has built a business catering to a wide array of customers from large industrial companies, food and beverage, municipalities and regional distributors. This required flexible manufacturing capabilities and streamlined operations. As demand grew, so did the need for better system integration, supply chain visibility, and real-time data access.

From day one, AAP demonstrated strong executive alignment, clear priorities, and a commitment to digital transformation. The result was a phased, full-scale implementation of IFS Cloud, delivered through a collaborative and adaptive approach with Arcwide.



Arcwide

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In my 25 years of implementing ERP systems and upgrades, I can confidently say that Arcwide delivers in the top 1% of elite services. Their IFS solution consultants and architects demonstrated exceptional business acumen, aligning our challenges and goals with IFS's broad capabilities. Combined with their deep IFS systems knowledge, Arcwide gives us confidence in our partnership throughout the IFS lifecycle, enabling us to fully realize and maximize our investment in IFS Cloud.

Joseph Adamski
Director, Information Technology
All American Poly

About All American Poly

All American Poly (AAP) is a leading U.S.-based manufacturer of flexible plastic packaging. With a reputation for agility, quality, and customer responsiveness, AAP serves a broad range of industries including food service, industrial, healthcare, and retail. Known for supporting both high-volume clients and small custom runs, AAP continues to expand its capabilities and footprint while investing in sustainable, future-ready manufacturing.

Product: IFS Cloud

Industry: Manufacturing / Packaging

Challenge: Replace legacy ERP and manual systems with a modern, scalable enterprise solution to support strategic growth

Analysis & Insight

AAP's implementation of IFS Cloud shows what is possible when strong leadership, smart planning, and expert support come together. From the start, AAP treated the initiative as a business transformation, not just a technology upgrade.

Strategic vision and leadership: AAP's executive team had a clear roadmap and stayed aligned throughout. Their goal was to support long-term growth, move upstream to serve larger clients, and eliminate the inefficiencies of disconnected systems. Management buy-in was strong, and expectations were clearly communicated.

Phased rollout with scalable design: AAP and Arcwide adopted a crawl-walk-run strategy. The project began with finance, supply chain, and production, then expanded to CRM, maintenance, and machine connectivity. Later phases also included Demand Planning, Advanced Planning Board, and Visual Shop Order Planning, giving AAP better visibility and control over scheduling and forecasting.

Collaborative planning and support: Arcwide was involved early in the sales cycle and remained closely engaged through every phase. Regular monthly meetings and quarterly steering committees helped keep everything on track. A few delays occurred, including added CRIM work and changes in project scope, but the team adjusted quickly without disrupting overall momentum.

Real-time machine integration with Crosser: A major innovation was AAP's use of Crosser to connect blending systems to IFS in real time. Crosser's IoT capabilities allowed AAP to monitor raw material consumption, machine performance, and waste costs down to the minute. This helped the company gain insight into margins, drive efficiency, and support cost-optimized decision-making at the production level.

Support for regulatory and food safety compliance: With IFS in place, AAP achieved Safe Quality Food (SQF) certification. This milestone required traceability and compliance capabilities that were not possible with the legacy system. IFS now allows AAP to maintain detailed quality records and provide the transparency required by regulatory and customer audits.

Practical Advice

A key factor in AAP's success was its decision to roll out IFS Cloud in structured, manageable phases. This prevented fatigue among users and gave the business time to learn and adjust after each stage. Leadership kept the project visible and prioritized, ensuring accountability at all levels. Just as important was the company's mindset. AAP collaborated to find solutions, maintained momentum, and kept the long-term vision front and center.

Solution

AAP implemented IFS Cloud in multiple phases, starting with core ERP modules including finance, supply chain, and production. Arcwide then supported additional phases for CRM, maintenance, fixed assets, and more. The rollout also included advanced capabilities such as Demand Planning, the Advanced Planning Board, and Visual Shop Order Planning to improve scheduling and resource utilization.

Later phases connected production equipment through the IFS IoT connector, powered by Crosser, enabling machine-level data insights in real time. Arcwide continues to provide IFS Cloud Lifecycle Management and advisory support including monthly check-ins and participation in AAP's quarterly steering committee.

The Future

With IFS Cloud in place, AAP is ready for what comes next. AAP continues to explore automation, machine data connectivity, and AI applications that align with its long-term strategic goals. While many of these features are still in early stages, AAP is already testing new ways to work smarter and respond more quickly to change.

Arcwide remains a key partner, supporting hosting, IFS Cloud Lifecycle Management, and advisory conversations. As the business grows and explores new technologies, AAP will continue building on its investment in IFS Cloud. Its leadership understands the importance of staying ahead in a fast-moving market, and the systems are now ready to support that ambition.

Benefits achieved with IFS and Arcwide

- Unified enterprise platform supporting strategic growth
- Reduced manual effort and streamlined operations
- Real-time visibility into operations and machine data
- Support for SQF certification and quality compliance
- Advanced planning tools to improve forecasting and scheduling
- Ongoing support through hosting and Lifecycle Management

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