



Client Success

A-1 INDUSTRIES

CUSTOM MANUFACTURING

A-1 INDUSTRIES RAISES THE ROOF ON GROWTH WITH NET AT WORK AND ACUMATICA



CHALLENGE

A-1 Industries is growing quickly—but their existing systems couldn't keep up. Manual processes, limited reporting, and disconnected data slowed operations and created barriers to scale. They needed a modern ERP solution that could integrate with their proprietary MES and support continued expansion.

SOLUTION

Net at Work helped the company implement Acumatica, tailoring it to their unique needs. The flexible platform integrates seamlessly with their MES, improves visibility across departments, and supports both day-to-day efficiency and long-term growth planning.

RESULTS

- Real-time reporting enables faster, more confident decision-making.
- Integration with proprietary application streamlines workflows.
- Time savings allow team to focus on strategy and process refinement.
- Scalable system lays a strong foundation for future expansion.

A-1 Industries is reshaping the future of construction. From its facilities in Florida and Georgia, the company designs and manufactures structural building components—trusses, wall panels, and floor systems—that help projects go up faster, safer, and smarter. With innovation at its core, A-1 is on a mission to modernize construction through technology, precision, and a people-first approach.

Today, the business is growing rapidly. Demand is strong, and A-1 is preparing for what's next. That includes organic growth across its current locations and potential acquisitions to expand its footprint further. With that kind of scale ahead, leadership knows they need the right technology to support it.

OUTGROWING THE OLD WAY

A-1 had been relying on Sage 100 to run its financials, but the system had limitations. Inventory tracking was manual. Financial reporting was slow and siloed. And as the business expanded, the system didn't have the flexibility or visibility needed to support the pace.

"We knew Sage 100 was capable of much more, but we were using it the way we always had," Jardim says. "It wasn't really functioning as an ERP—more like how you'd use QuickBooks."

The company's leadership team knew they couldn't scale using the same tools and processes. "We've grown significantly in recent years," says Rob Jardim, VP of Finance at A-1. "And we see a lot more growth on the horizon. It was clear we needed a system that could keep up. We wanted to be ready for the future before it got here."

Maintaining the status quo wasn't going to work anymore. A-1 needed better insight into its job costing, faster access to financial data, real-time inventory data, and tighter alignment between departments. Most importantly, they needed a modern system that would integrate seamlessly with their proprietary manufacturing execution software (MES)—a system they've built internally to run the production side of the business.



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A CLOUD SYSTEM THAT CONNECTS

That integration requirement was a significant factor in A-1's decision to move to Acumatica. The platform's modern architecture and flexible API structure made connecting with A-1's existing MES platform easy, creating a more unified flow of information across the business.

"Integration is a big deal for us," Jardim says. "We needed something that could talk to our custom software without needing expensive or complicated workarounds. Acumatica made that possible."

A cloud-based ERP also removes the friction of maintaining on-premise infrastructure and opens the door for better collaboration across locations—key for a business preparing to scale.

FINDING THE RIGHT PARTNER IN NET AT WORK

A-1 didn't just need the right software—they also needed the right people to implement it. They chose Net at Work for the firm's deep expertise and collaborative approach. The two organizations had worked together previously, and A-1 trusted them to guide this next phase of the journey.

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Throughout the implementation, Net at Work supported both the technical side of the project and the change management side—educating internal users and helping the organization adopt a new way of working. "They were true partners," Jardim adds. "It was clear their top concern was helping us succeed. There's no such thing as a perfect go-live, but Net at Work never flinched. They helped us troubleshoot every challenge and kept us moving forward."

REAL-TIME DATA, REAL BUSINESS IMPACT

Acumatica gives A-1 the visibility and control it needs to operate at an even higher level. Financial reporting that once took days is now quick and reliable. Job costing and inventory data are available in real time, helping managers across the business spot issues early and act fast.

"Having access to data in real time changed our operation," says Jardim. "We can identify issues earlier, respond faster, and spend more time on analysis instead of chasing information."



That shift has freed up time for more strategic priorities, like strengthening internal processes and aligning how teams work. With improved insight and less time spent on manual tasks, A-1 is moving forward with greater focus and coordination.

That clarity is already delivering results. By integrating its proprietary MES with Acumatica, A-1 gained a single source of truth—connecting production, purchasing, and finance in one ecosystem. Decisions are faster. Execution is tighter. And the team can spend less time reconciling and more time building what's next.

"We can make decisions with confidence because we know we're working from accurate, timely data," Jardim says. "That's the kind of foundation you need if you're serious about growth."

THE RIGHT FOUNDATION FOR SCALE

The finance team is now working to develop detailed standard operating procedures (SOPs) that document how tasks are performed in and outside the system—aligning teams and creating more consistency across the board.

The goal, according to Jardim, is to build a strong operational foundation that supports growth—whether it's onboarding new team members, expanding to new locations, or integrating new acquisitions down the line.

A FUTURE OF INNOVATION

With Acumatica in place and Net at Work by their side, A-1 is positioned for a future of continued innovation and expansion. The system provides the scalability and adaptability the company needs, while the partnership with Net at Work ensures there's always support available—whether it's solving day-to-day issues or planning for what's next.

"We're not done evolving," Jardim says. "And now we have the tools and the team to grow with confidence."

ABOUT NET AT WORK

Founded in 1996, Net at Work is a leading technology advisor to thousands of small-to-medium sized businesses throughout North America. The consultancy offers a rich portfolio of technology, expertise, and services to help organizations derive value from the transformative effects of technology.

To start unleashing the power of your business, visit www.NetatWork.com.