



**COMPANY:**  
Solara

**COUNTRY:**  
USA

**INDUSTRY:**  
Manufacturing  
Outdoor Furniture

**WEBSITE:**  
[www.patiocover.us](http://www.patiocover.us)

## The Challenge

Solara was looking to boost its end-to-end business operations, from sales and customer support to manufacturing processes, inventory, and distribution.

## The Result

Solara now manages and controls every aspect of the organization with real-time data access, reporting, and business analytics.



## About Solara

Solara Adjustable Patio Cover designs and manufactures a comprehensive line of adjustable, environmentally-friendly residential shading systems, patented patio covers, and canopies. Solara's solutions are manufactured and assembled in their 4,400 sq. ft. manufacturing plant, where each product is backed by the highest quality standards, complying with industry safety regulations.



## The Challenge

As a top patio covers manufacturer and vendor in the US, Solara consistently expands its product offering, adding new production and assembly processes and increasing its shop floor, sales, and customer support staff.

"We just couldn't keep up," said Nadav Razon, CEO of Solara. "We were managing operations with one software, customer service with another, and our warehouses and inventory with yet another. Maintaining many different systems meant spending more time and investing in costly in-house IT teams to ensure minimal system downtime instead of focusing on the business."

Razon and his team knew they needed an ERP system with a solid CRM to handle leads, price quotes, sales teams, and customer support. They also needed to ramp up their manufacturing process and implement a system that would handle warehousing, inventory, and a distribution network that runs coast to coast.



## The Solution

After checking the market and participating in numerous system demos, Solara got on board with Priority ERP to manage their business operations, from the shop floor to the customer's backyard. Priority's project team from Reston, VA, handled customer training and implementation. Despite the system being new to the users at Solara, many had this to report: "The learning curve was exceptionally fast. We like that we can personalize the Priority home screen, add shortcuts to our most common tasks, and access open tasks and to-do lists. And because Priority's UX is a web-based interface, it's accessible from anywhere, at any time."



## The Result

- ▶ **Enhanced Productivity:** Solara saved 20% in overall manufacturing time after using Priority for just a few months.
- ▶ **Better Production Control:** Shop floor managers have better control of production processes, more accurate inventory management and control, and raw materials make it to the production line faster.
- ▶ **Built-in BI:** Users can now easily access a real-time view of business and customer data from an intuitive management dashboard. Solara can see its operations and the status of each customer with reliable data and metrics.
- ▶ **Built-in CRM:** Solara is on top of every order, every support ticket, and every service call.

"Priority ERP gives us the flexibility to make design changes along the way, an integral part of any manufacturing operation. Priority gives us the tools to do just that – and more" says Razon.



**"With Priority's strong BI and management dashboard, we can view our entire operations in real time."**

Nadav Razon, CEO of Solara

**See how Priority works for you**

**Book a demo today ▶**

