

Primus Power Turns to Kenandy Cloud ERP to Support their Rapid Growth

Kenandy Cloud ERP supports product innovation at clean technology company

REDWOOD CITY, CALIF.—May 6, 2015—[Kenandy, Inc.](#), the leader in cloud ERP for midmarket and global enterprises, announced today that [Primus Power](#) went live on Kenandy Cloud ERP to support their expanding business. Primus Power is a pioneer in delivering distributed, cost-effective energy storage for improving electric stability and security.

Founded in 2009, Primus Power's mission is to enable 100 percent renewable energy worldwide through safe and reliable energy storage. Like many start-ups, they began their business using QuickBooks and Excel, but then looked for an ERP system that could support their business growth over multiple phases. Key to Primus' selection was Kenandy's ease-of-use, fast deployment, scalability, and the ability to easily integrate third-party products.

"We're a fast moving, highly-engineered product company," said Mark Collins, Senior Director, Operations. "We needed a product that could easily integrate with our PLM system. With Kenandy, if an engineer has an idea, she can implement it in our PLM system and, a few minutes later, the new part is in Kenandy. Once that happens, we can have visibility into the complete supply/demand picture and begin tracking actual sourcing, cost and lead time. So much real-time information is available at everyone's fingertips simply because we created a part that's now searchable in the system."

At Primus, Kenandy is fully integrated with their warehouse operations, including the use of barcodes. They can use their mobile devices to scan the labels on their bins to find out if a part is on order in Kenandy, and when it's coming in. "Kenandy has been a huge enabler for us," said Collins. "It allows us to keep our organization small and grow efficiently."

"Primus is a great example of how Kenandy can support new, fast-paced businesses, like clean tech," said Sandra Kurtzig, Executive Chairman and Founder of Kenandy. "Growing businesses need a system like Kenandy because it can easily scale to meet their needs, and support their requirements for efficiency and rapid innovation. A company can easily experiment with a new process or idea, and instantly see the results."

Primus was up and running on Kenandy three months after they signed on. "By the time we realized we needed an ERP system, it was already too late," said Collins, "so the speed of implementation was critical." They found it easy to tweak Kenandy to meet their needs. For example, they designed their own shortage report with links to the appropriate purchase order. "So now the buyer doesn't have to keep repeating the same information and sending endless emails," explained Collins. "We've been able to quickly gain this kind of efficiency because Kenandy is user-driven rather than developer-driven."

"As a fast-growing company, Primus seeks solutions that will scale with us as we grow domestically and internationally, and support our product innovations," said Tom Stepien, CEO of Primus Power. "With



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Kenandy, we have the system we need to manage our company as the demand for energy storage solutions continues to grow.”

For more information, see the [Primus Power case study](#).

About Kenandy

Kenandy is the cloud ERP platform for the modern global enterprise. Automate all of your core business processes including order-to-cash, planning and production, procurement, global financials, and trade promotion management. Work the way you want to work on any device anywhere in the world—Kenandy is easy to use, implement and change. Create enterprise agility and provide a business foundation for innovation and transformation with Kenandy. For more information, please visit: www.kenandy.com

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