

# AGMET Modernizes their ERP System and Builds a Foundation for Future Growth with Acumatica and NexTec Group

“Most people will delay the decision to move to a new ERP longer than they should because of the pain they believe they’re going to have to go through to make the transition. But the reality is it doesn’t have to be that way. The time savings and efficiency gains far outweigh the little bit of discomfort at the beginning.”

David Flask, President, AGMET

Founded in 1981, AGMET is a leading recycler of metal-bearing industrial products. Based in Oakwood Village, Ohio, AGMET has two plants in the Midwest, an office in Florida, and a network of affiliated companies located throughout North America.

AGMET recycles industry byproducts, such as sludges, filter cakes, spent catalysts, metal grindings, and solutions containing nickel, copper, cobalt and other recoverable

metals, that would otherwise end up in the landfill. Once these byproducts have gone through AGMET’s innovative recovery process, they are effectively transformed into valuable products for sale and use.

Early in 2022, after sixteen years on Microsoft Dynamics GP, AGMET reached a crossroads. Their 2010 version of Dynamics GP was several versions behind and would require significant investment to upgrade. Prompted by concerns about the software’s functionality and Microsoft’s long-term commitment to the GP platform, AGMET sought a modern alternative that could support their future growth.

AGMET selected Acumatica and NexTec Group to deliver an innovative, scalable, and fully supported cloud-based ERP solution that would deliver long-term value and benefits.



# Customer Story: AGMET



## Key Results:

- » Smooth and seamless transition to a future-proof cloud-based ERP solution
- » Streamlined data entry with intuitive interface and auto-fill capabilities
- » 360-degree view of supply chain using a single solution
- » Enhanced reporting with one-click exports to PDF and Excel
- » Eliminated SQL license management and local software installation
- » Simplified journal entry process with drag-and-drop Excel file functionality

### Legacy System Limitations and Support Concerns Drive Modern Cloud ERP Adoption

“Our team was feeling the stress of an outdated system and trying to daisy chain systems and processes that had become completely inadequate. It was also our understanding that Microsoft was not going to continue to support GP. When we found this out, we were much less agreeable to upgrading with Microsoft and began looking for another solution,” according to David Flask, President of AGMET.

AGMET’s concerns were well-founded. In September 2024, Microsoft announced the End of Life of Dynamics GP with no new product enhancements, regulatory (tax) updates, service packs or technical support from Microsoft after September 2029.

### Selecting the Right ERP Partner for Success

AGMET reached out to NexTec Group, a gold certified Acumatica implementation partner, to explore their options. After detailed

discussions and demonstrations, Acumatica emerged as the clear choice for their new ERP platform.

“ERP software is not a one-size-fits-all product,” continues Flask. “Every business is unique with different challenges and objectives. To NexTec’s credit, they took the time up front to listen and make sure Acumatica was the right match. NexTec’s communication, understanding of our needs, and their deep knowledge of what Acumatica could – and couldn’t – do was invaluable. As it turned out, there wasn’t really much Acumatica couldn’t do.”

### A Measured Approach to Implementation

NexTec’s implementation methodology focused on accommodating AGMET’s operational realities while maintaining steady progress toward a January 2023 go-live target date.

“The good news is that we weren’t looking to cut over in the next quarter,” adds Flask.

---

“Our team was busy running the day-to-day business, so the conversion from GP to Acumatica was one of many projects running in the background. We knew we couldn’t dedicate 100% of our time and energy to it. So, it was very important that we paired up with the right partner and, certainly, NexTec was that for us.”

David Flask, President, AGMET

---

“We were able to put together a six- to nine-month plan, which worked very well. Nothing was rushed. We were able to move slowly and confidently to get everything done.”

Jim Gross, Client Account Manager at NexTec, emphasizes the importance of this tailored approach:

“As an implementation partner, we need to understand how fast each client can run. Do they have a dedicated team that’s going to focus on the implementation? We knew that wasn’t realistic with AGMET, so we did take a longer approach, and it worked out perfectly because they were able to go at their own pace.”

“We leaned hard on the folks at NexTec for pretty much everything – from migrating our data from Dynamics GP into the new system and answering questions about structures, accounts, and setup to building a custom integration between Acumatica and a SQL Server-based system that runs a lot of our

day-to-day. We looked to NexTec to guide us and tell what needed to be done,” Flask adds.

### Go Live and Beyond

NexTec’s experienced team and comprehensive implementation methodology were crucial to the project’s success.

“We hire only senior-level consultants to manage our client projects. We follow a proven multi-step implementation methodology that ensures we’re on track from the initial discovery phase all the way through to go-live,” explains Gross.

“Go live on Acumatica was great and uneventful, which was exactly what we wanted,” recounts Flask. “There were no surprises, hiccups or issues. It was completely seamless.”

Flask emphasizes the value of the NexTec partnership:

“We couldn’t have had a better experience. Not only the selection of the Acumatica software itself, but the team at NexTec who helped us with the implementation and who continues to support us and help us.”

---

“NexTec’s support services are very effective. We’ve always gotten an answer from a very knowledgeable professional quickly, usually within about twenty minutes of putting a ticket in.”

David Flask, President, AGMET

---

## Benefits and Results

AGMET has found Acumatica's modern, cloud-based ERP solution to be better, faster, and more efficient than GP in every way.

Using Acumatica, AGMET has gained a 360-degree view of their supply chain and realized dramatic improvements in the ease of reporting. They can now export reports to PDF or Excel with a single click for on-the-fly analysis. Entering information into the system is also much faster and easier using Acumatica's intuitive graphical user interface.

"You don't have to remember vendor IDs when you put in vendor names, for instance," Flask explains. "You can just type in the first three letters and it auto fills. That's just one example. There's just so much more functionality and flexibility in Acumatica than the Dynamics GP system."

## The Road Ahead

The successful implementation of Acumatica has positioned AGMET for long-term growth on their new ERP platform. Regular quarterly check-ins with NexTec ensure continued alignment with business objectives and awareness of new product capabilities.

"Acumatica is always investing in the software so it's constantly evolving and getting better every day, which is a big deal," notes Flask. "It's the reason why we'll probably be on Acumatica for the next ten or fifteen years minimum."

---

"Gone are the days of how painful it was to install the software locally for a new user, maintain SQL licenses on the server, and do a lot of the things that needed to be done with our legacy Dynamics system. Now with Acumatica, it's basically one click out to Google Chrome and then another click to log in to Acumatica and you're up and running."

David Flask, President, AGMET

---

# Learn more about our work with AGMET and schedule a demo

SCHEDULE A DEMO



Contact us to learn more:  
844-466-8477

info@nextecgroup.com  
NexTecGroup.com



## About the NexTec Group

NexTec Group is one of North America's largest and most experienced technology consulting firms, specializing in industry-specific solutions for mid-sized organizations. For nearly 30 years, NexTec has been a trusted partner to businesses, delivering, implementing and supporting the core Enterprise Resource Planning (ERP) solutions they need to scale and grow. Named 2025 Acumatica VAR Partner of the Year, NexTec is a gold-certified Acumatica partner with deep experience in field services, manufacturing, distribution, professional services, and more.