



Intellitec Solutions

A Best-in-Class ERP for Airsled's manufacturing

Airsled, an innovative manufacturing company based in Newark, Delaware, specializes in air film load movement systems used across industries like appliance repair, remodeling, and flooring installation. Its technology allows heavy and delicate items to be moved with precision and minimal risk.

Growing Pains, Data Drains

Following a surge in demand, driven by increased DIY renovations during the pandemic, Airsled saw the need for stronger operational visibility and scalability.

Lenin Hernandez, Vice President of Operations for AirSled, explains, "As our company began experiencing significant and rapid growth, we quickly realized the need for better control and visibility into both our financials and inventory management. Unfortunately, the desktop version of QuickBooks we had been using no longer met those demands, and QuickBooks Online was even more limited, lacking capabilities that were essential to our operations."

On top of that, Hernandez struggled to trust the data. "While the data was available, its corruption and incompleteness in QuickBooks made it unreliable for reporting and analysis. It was a nightmare trying to navigate and it significantly limited our ability to make informed decisions that could support the company's rapid growth," he admits.

These challenges ultimately drove Airsled to explore an alternative financial software solution and look for the best ERP for manufacturing.

Custom Fit Over Quick Fix

Choosing the right solution was a careful and deliberate process. As a small business, the team understood the weight of the investment and took the time to evaluate multiple options. The owner, Stan Kanevsky, brought in Intellitec Solutions who recommended Microsoft Dynamics 365 Business Central for its flexibility and ability to adapt to the company's operational needs.

"We continually returned to Intellitec and Business Central, as it was presented to us as a highly customizable solution capable of meeting our unique needs," states Hernandez. After careful deliberation, Airsled partnered with Intellitec and implemented Business Central, selecting a solution flexible enough to keep up with the company's one-of-a-kind manufacturing process.



"The ongoing support is compared to none. It is rare to work with a company as efficient in supporting its customers."

Lenin Hernandez
Vice President of
Operations

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A Partner that Does the Heavy Lifting

Hernandez attributes the success of their implementation to the Intellitec team and worked closely with them throughout the project.

"The challenge was consolidating all of our knowledge into a platform that was both understandable and unified, where we could all speak the same language. Despite the complexity of the process, Intellitec Solutions made it manageable. I am 100% sure that without their team's expertise and guidance, we would have withdrawn from this project," he describes.

Training that Sticks

Much of the implementation's success can be attributed to a combination of the right training approach, hands-on collaboration, and a team effort between Airsled and Intellitec. The training was structured around recurring work sessions with key Intellitec team members like Amanda Maier and Brooke Cooper.

As soon as the Airsled staff had a question or request, Intellitec quickly created tailored manuals and video instructions to address it. Hernandez explains, "The moment we would connect, they immediately knew what to do, and would put together a quick manual for that specific request."

Over time, Airlsle developed a personalized library of these resources, reflecting their evolving needs. Hernandez praises Intellitec stating, "The support we have received is truly unparalleled. Partnering with an organization that embodies efficiency, professionalism, and unwavering commitment to customer success was our goal."

Accurate Costing Transforms Pricing

After going live at the end of 2023, Airlsle was able to better manage its complex bill of materials in a way that fits its unique manufacturing process.

Unlike QuickBooks, Business Central is one of the best ERPs for manufacturing as it allows detailed tracking of component transformations, like converting master fabric rolls into finished materials, making sure all costs are captured and reflected in product costing and financials.

Hernandez shares, "Intellitec translated our knowledge, manufacturing processes, and sales operations into a management system that integrates seamlessly with the way we work."

He adds, "We had never been able to efficiently capture the costs of all those steps and integrate them into a bill of materials that reflected as consumables. This was a critical gap in our operations, as those costs were never represented in our financial statements - until now."

Previously with QuickBooks, Airlsle priced products based on gut instinct, with key costs never tied to the final product. Now with Business Central and Intellitec's help, they price with accuracy and confidence, backed by clear financial insight.



"What impressed me most about Intellitec was the way they immersed themselves in our company - taking the time to fully understand what we do and every intricate detail of our processes."

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Structure that Works

Since implementing Business Central, Hernandez's role has become much more rewarding. "I am now able to take a more hands-off approach, delegating many responsibilities within Business Central because the structure is solid, reliable, and effective. My focus has shifted to ensuring data accuracy while concentrating on operations and driving more efficient processes," he states.

The system has fostered a more collaborative environment by providing a single source of truth, and Hernandez trusts that the system is providing reliable and up-to-date data so he can focus more on growth and strategy.

He continues cheerfully, "I can now confidently take time off and disconnect, knowing that everyone has access to the information they need. And if necessary, I can conveniently monitor everything from my phone, no matter where I am."

A Platform that Grows with Them

When comparing Business Central to QuickBooks, Hernandez says, "When comparing Business Central to QuickBooks,

it is truly night and day. Given the highly customized nature of our work, Business Central provides the flexibility we need, whereas QuickBooks was too limited and restrictive. With Business Central, we not only can—but we have—achieved meaningful results.”

These benefits have only just started. “As we make changes, we’re modifying it as we’re learning more. We’re challenging it more. It’s been a learning journey and I’m excited for what’s next to come,” says Hernandez.

Since the successful phase one of data migration and implementation, they are now focusing on integrating Business Central with a credit card solution EBizCharge, their website, and other online programs to uphold that single source of truth.



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A Partner in the Process

Intellitec impressed Airsled by meeting them at their level - taking the time to understand, learn, and communicate in their language. Intellitec’s ability to develop tailored pricing formulas and break down complex manufacturing steps instilled confidence, even when some solutions were initially unfamiliar.

“While anyone can tailor Business Central, what impressed me most about Intellitec was the way they immersed themselves in our company - taking the time to fully understand what we do and every intricate detail of our processes,” says Hernandez.

Intellitec team members quickly gained deep knowledge of Airsled’s products and operations, working closely with internal staff to provide informed, practical support that went beyond standard system functions. Hernandez continues, “The Intellitec team was deeply involved - not by simply telling us what to do, but by truly understanding our needs, our processes, and our products. This allowed them to provide informed guidance rooted in knowledge, rather than a generic, out-of-the-box approach.”

This hands-on, collaborative approach set Intellitec apart as a partner genuinely invested in Airsled’s success.

A Match Made in Heaven

For Airsled, even if it’s the best ERP for manufacturing, the move from QuickBooks to Business Central wouldn’t have delivered the same value without Intellitec by their side. “It was almost like the perfect marriage,” Hernandez reflects, emphasizing the rare level of compatibility and understanding the partnership brought.

When asked if he’d recommend them, his answer is clear: “You would be foolish not to reach out and allow them to present what they offer. I wholeheartedly recommend Business Central - because of Intellitec Solutions - without hesitation.”