

The Hidden Cost of Sticking with Outdated Steel ERP Systems

By Rajat Jain, CEO – EOXS | Where Steel Meets Technology



Cleveland, Ohio Feb 21, 2025 ([IssueWire.com](https://www.issuewire.com)) - EOXS is a cloud-based ERP solution built for the steel and metals industry, helping distributors and service centers streamline operations, automate workflows, and drive digital transformation.

A few weeks ago, sat down with the owner of a **\$82M steel service center**. Their biggest headache? The software system.

"We've been using the same system for over a decade. It's slow, rigid, and doesn't give us the data we need. But switching sounds like a nightmare."

Heard this all the time. And while many steel executives **know** their ERP is outdated, they stay with it because it "works well enough." But here's the truth:

1. Your ERP is Costing You More Than You Think

One of the clients was **losing \$500K a year**—not because of bad business decisions, but because their system couldn't track inventory accurately. Once they switched to a modern AI-powered ERP, their losses turned into gains.

2. Your Customers Are Losing Patience

Steel buyers today expect **fast quotes, real-time inventory updates, and seamless service**. If your system takes hours (or days) to generate a quote, they're already calling your competitor.

3. Your Team is Wasting Time on Manual Work

How many hours does your team spend pulling reports, fixing errors, and doing things that should be automated? One steel service center told us their inside sales team was **spending 30% of their time fixing data issues**—time that could have been spent selling.

So, What's the Solution?

The steel industry is evolving, and the ones who **embrace technology now** will be the ones who dominate the next decade. That's why we built [EOXS](#)—an AI-powered ERP designed specifically for steel service centers. It's **fast, flexible, and built to make your life easier**.

If you've been thinking about upgrading your system, **now is the time**. The only question is: **Will you lead the change, or play catch-up later?**

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