ZOHO Creator

# A lighting manufacturer innovates with a custom ERP solution

Gantom®
LIGHTING & CONTROLS

*Illuminate and Inspire*

**ZOHO Creator**

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# About
# Gantom Lighting & Controls

Founded in 2010 by Quan Gantom, Gantom Lighting & Controls is a manufacturer of special-effects lighting equipment based out of Valencia, California. They mainly cater to the themed entertainment industry, specializing in illumination of low-light and space-constrained environments, where traditional theatrical luminaires aren't suitable.They also offer a wide range of custom-engineered solutions for novel problems across numerous industries.

Their product range includes spotlights, floodlights, pinspots, downlights, and gobo projectors for indoor and outdoor lighting applications.

We recently had a conversation with **Quan Gan, the founder of Gantom Lighting & Controls**, about how they **built a comprehensive ERP on Zoho Creator—one they've been using for over 6 years now.**

## Quan Gan
Founder of Gantom Lighting & Controls

# Old school
# problems with spreadsheets

As an engineer, Quan always had a keen eye for problem solving; he loved putting pieces together. That mindset helped Quan continuously optimize his business and drive optimum results year after year. He was always looking for ways to streamline his business processes to help the company operate with fewer resources, and more efficiently and accurately. However, Quan didn't have any prior experience running a manufacturing business.

When they started off as a small team (less than 5 people) they used emails and notepads to make notes for purchase orders and other important details. But, as the team grew and things started getting busier, they realized a text document couldn't keep up with business changes.

Then they switched to on-premise spreadsheets, which helped them be a little more organized. However, after briefly using them, they began facing issues with version control, manual errors, lack of access controls, and constant back-and-forth exchanges via email. That's when they decided to give cloud-based spreadsheets a shot. Unfortunately, that didn't work either, because access and view privileges needed to be different for different people in the business.

Soon, Quan started hunting for tools that would help him manage various aspects of his business and help his team work more efficiently. He looked for tools that could manage their incoming orders and inventory, maintain product details, track production, and ensure orders were delivered on time.

"So when we were putting these things together at the time, and this is before Zoho, it ended up being a Frankenstein solution of various SaaS platforms—we had to link their APIs together just so they would start talking to each other. There was no one-size-fits-all product. And even if there was, it would have been enterprise level and just completely out of our reach.

That's how I discovered Zoho Creator. I guess the analogy is, I have all these bricks but none of these individual bricks of software solved the entire problem for us. Zoho Creator became the mortar that connected all the bricks and filled in all the gaps."

**Quan Gan**
*Founder of Gantom Lighting & Controls*

Also, the fact that Creator allowed them to **customize the applications based on their requirements** helped Quan build the exact solutions that he desired. Eventually, he modified these apps and connected them to form a **full-fledged ERP for their manufacturing business.**

# Success with
# Zoho Creator

Before switching to Creator, GLC managed their inventory online and used separate software for accounting. But the inventory management software they used didn't offer modules to manage their purchasing and production process. This was the missing piece of the puzzle, and that's how they began using Zoho Creator. Quan created the base framework of their ERP and then later recruited certified developers to help him build the more complex parts of the application.

# The benefits of working on Zoho Creator

## 1. Getting everyone to follow the same process

*"That's probably the biggest point, because Zoho Creator has a form on the front end. So you could enforce the formatting. You know, if you have an open spreadsheet and access to the raw cells, then anyone will enter data in the format they like—and then you'll have a spreadsheet with unorganized data. So that data is junk, because you can't collectively do anything with it. But once you have a form on the front end, it enforces compliance."*

**Quan Gan**
*Founder of Gantom Lighting & Controls*

ZOHO Creator

## 2. The power to design and customize workflows your way

*"Zoho Creator gave me the ability to do my own Deluge scripts and add business workflows that I needed. Even though I had to learn a new language, Deluge was more or less accessible enough that I could do something with it. That really helped me."*

**Quan Gan**
*Founder of Gantom Lighting & Controls*

## 3. The flexibility to implement a new idea on the go

*"What I like the most about Creator is the flexibility it offers! For example, if I have a new idea, I can implement it versus having to tell a developer to do this, then a lot of back and forth. So the ability for me, with minimal coding knowledge, to build a prototype and get a basic app working—that's very powerful. It allows me to express my idea to someone else instantly, versus having to go on the code level to do anything."*

**Quan Gan**
*Founder of Gantom Lighting & Controls*

Today, they have a small team and Zoho Creator has become a crucial part of their business—everyone on the team uses Creator for day-to-day work. They now have access to actionable data at their fingertips, like allowing the sales team to check inventory levels through the inventory management app. People who handle engineering and production also access product specifications via the app. And their purchasing team can keep track of purchase orders, delivery dates, and more using the app.

# The three pillars of Gantom

## 1. JPS - Factory production scheduler

JPS is their main application on Zoho Creator; it works as a factory production scheduler. The app gives them an overall view of everything from purchasing to production to delivery. They manage all their product details in this app, including custom products that they offer. They even use it to generate their annual product price list.

Earlier pricing details were maintained in Excel spreadsheets and someone had to manually copy and paste from one table to another, which was a time-consuming process. Now, it's effortless, as Creator gives them the option to **download it as a PDF and share it with customers whenever they need.**

## 2. Lighting products demo app

Gantom often needs to send demonstration products to customers, who can borrow the product for 30 to 90 days. This evaluation period gives them enough time to actually decide if they want it or not. The app helps Gantom trigger reminders to customers to return the product. It also gives them a great touch point with the customer—one that has a high probability of converting to a sale.

Finally, the app helps them validate all the information that's entered before a product is shipped out, like its shipping number, product name, and so on.

### 3. Warranty registration app

Gantom also tracks product warranties and registrations with Zoho Creator. QR codes are scanned at the factory, at the time of shipping, and when the customer receives and registers the product. Creator gives Gantom a database of the products and its entire life cycle, from production to installation, via the QR code.

> "I can say that, as our company has grown, we didn't really have to hire new staff, because I could mostly solve any problems with automation on Creator. The platform has given us multitasking powers.

**Quan Gan**
*Founder of Gantom Lighting & Controls*

A couple of years back, Quan and his team switched to Zoho One, and started using products like Zoho Cliq and Zoho Desk. The entire Gantom team now uses Cliq, which helps them communicate faster and avoid bottlenecks.

*"We also have a help desk that we converted over to Zoho. As soon as I found Zoho One, I realized* **"hey, it's already part of the package! So instead of using the competition, I can just roll it into my existing subscription."**

*I think Creator was what first got us started, because it was the missing piece that replaced the spreadsheets that were a necessity at the time. But then, when we started getting more into the ecosystem, I realized other pieces, other products that you guys have also just meant I could reduce my costs on some of these other SaaS products."*

**Quan Gan**
*Founder of Gantom Lighting & Controls*

Quan says the ERP he built on Creator is a living entity. They're constantly improving the app—gathering feedback, fixing bugs, and adding new features.

*"I would recommend Creator to people who are tech savvy; who are willing to tinker and use it as a way to mock up big ideas in a very quick fashion, and then get it off the ground by themselves. Then, if they want, they can even get it supercharged by a developer team behind the scenes."*

**Quan Gan**
*Founder of Gantom Lighting & Controls*

# Looking forward

Quan is soon going to launch his new business, and he hopes to use Creator to automate its business processes, too. He believes it would be more efficient to work on Creator versus trying to figure out new tools and work with them.

*"I would say, by default, whenever I look for a new business application, I'm going to start searching within the Zoho ecosystem first. And if I can't find a direct match or something that's suitable, then I will look outside. But Zoho is where I start, because it's so much easier to start with something centralized."*

**Quan Gan**
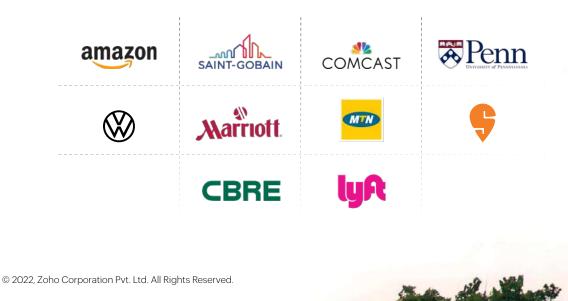*Founder of Gantom Lighting & Controls*

# About Zoho Creator

Ever hit a roadblock with software development? With more than **25 years and 13,000+ customers** across the globe, catering to various industries and businesses of all sizes, Zoho Creator offers the best solutions for all your app development problems. And you don't even have to know any coding. All you need to do is sign up and start building right away!

**Top brands that use our platform:**

| | | | |
|---|---|---|---|
| amazon | SAINT-GOBAIN | COMCAST | Penn UNIVERSITY of PENNSYLVANIA |
| VW | Marriott | MTN | |
| | CBRE | lyft | |

**ZOHO Creator**

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We'd love to talk! Reach out to us:
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