

best

MAS 90

CUSTOMER

Bell & Howell
Imaging Components Division

CORPORATE PROFILE

Headquarters
Arlington Heights, Illinois

Type of Business
Manufacturer of high-speed
production scanning equipment

Number of Locations
Three

Number of Employees
125

SYSTEM PROFILE

- Computer System**
- IBM PC compatibles
- Operating System**
- Microsoft Windows NT
Terminal Server Edition
with Citrix MetaFrame
- MAS 90 Modules in Operation**
- Accounts Payable
 - Accounts Receivable
 - Bank Reconciliation
 - Bill of Materials
 - Crystal Reports
 - General Ledger
 - Inventory Management
 - Material Requirements Planning
 - Purchase Order
 - Sales Order



Leading the Pack in High-Speed Scanners: Bell & Howell Wins with MAS 90 and Citrix

Major law firms, big banks and government agencies around the world assign entire departments to the task of scanning and recording documents. They rely on industrial-strength (and ultra-fast) electronic scanners to transform information on paper into digital images. Once digitized, data is easier to store, access and manipulate. Also, electronic storage preserves data integrity over time, and permits greater security controls.

One of the nation's preeminent manufacturers of these turbo-charged

scanners is the Imaging Components (IC) division of Bell & Howell, a leading information solutions and service provider to industries worldwide. Scanners from Bell & Howell's IC division process up to 125 double-sided pages every minute, and are considered to be top-of-the-line for both reliability and performance.

THE CHALLENGE

However, maintaining its competitive edge in high-end scanners is no easy task for Bell & Howell's IC division, especially

CONTINUED

"With MAS 90 on Citrix we've expanded without increasing staff. Quality and speed of manufacturing are enhanced. And customers receive more personal attention."

*Tom Serena
Controller
Imaging Components Division
Bell & Howell*

given the speed with which the computer peripheral industry is moving. In addition to constant product innovation, the division requires instant access to customer accounts, sales order, inventory balance and product cost information. But as recently as 1997, their cumbersome database was crippled by rampant system problems, high maintenance costs and limited accessibility to data. To make matters worse, the IC group was running two entirely separate systems — one for purchasing, manufacturing and general ledger, and the other for sales, shipping, inventory management and accounts receivable.

"The old setup was a big debacle," says Tom Serena, controller for the IC division. "We were wasting way too much time hunting for data. Instead, we needed a system that was powerful and easy to use, so we could do a better job understanding and solving customer needs."

THE SOLUTION

The IC division went shopping for an off-the-shelf, fully integrated system that they could implement almost immediately. They found the answer with MAS 90 on a Citrix MetaFrame platform. They selected MAS 90 because of its ease of use, low maintenance requirements, large installed base and favorable industry ratings. An added bonus was the talent of their reseller, who got the complete system operational in only nine weeks. It took less than one day per module to train all users on the system, and virtually no follow-up training has been necessary.

The combination of MAS 90 with Citrix thin-computing technology allows software and data to reside on a single server, and be accessed from workstations or low-cost terminals. This cuts overall costs and permits centralized system administration.

"We are extremely happy with MAS 90 on Citrix," Serena comments. "Citrix allows us to run MAS 90 on one server. This means that instead of upgrading the hardware and software at each individual workstation, we simply update one box.

Plus MAS 90 on Citrix is extremely solid. It doesn't crash or freeze up on us."

The IC division assembles its scanners in two large manufacturing facilities. Since each scanner contains hundreds of components, ordering and manufacturing accuracy is critical. The end-to-end integration of MAS 90's purchasing, manufacturing, and inventory control systems has proved to be a big boon.

After orders are input, the Material Requirements Planning (MRP) module coordinates with Bill of Materials and Inventory Management so that parts are available as needed. When these tasks were previously performed off-line, errors and omissions were frequent. Now, with MAS 90, real-time information is available to personnel throughout the company, for better management and strategic planning at every level.

Another important feature of MAS 90 is Open Database Connectivity (ODBC). This option allows information to be pulled directly from the MAS 90 data tables and delivered to Microsoft Excel or Access. Employees are familiar with these programs, and can quickly transform raw data into sophisticated and timely reports.

"With MAS 90 on Citrix we've expanded our business without increasing staff," Serena observes. "Jobs are easier to perform. Quality and speed of manufacturing are enhanced. And customers receive more personal attention. These are all prime indicators of success, and will no doubt help keep us at the forefront of our industry."



best

Best Software, Inc.
56 Technology Drive
Irvine, CA 92618-2301
800-854-3415
www.bestsoftware.com

©2001 Best Software, Inc. All rights reserved. Reproduction in whole or in part without permission is prohibited. The capabilities, system requirements and/or compatibility with third-party products described herein are subject to change without notice. Contact Best Software for current information.