

MAS 200

CUSTOMER

Ermak, Inc.

CORPORATE PROFILE

Type of Business

Aluminum Foundry and Machine Shop

Number of Locations

Two

Number of Employees

42

Size

Several million in annual sales

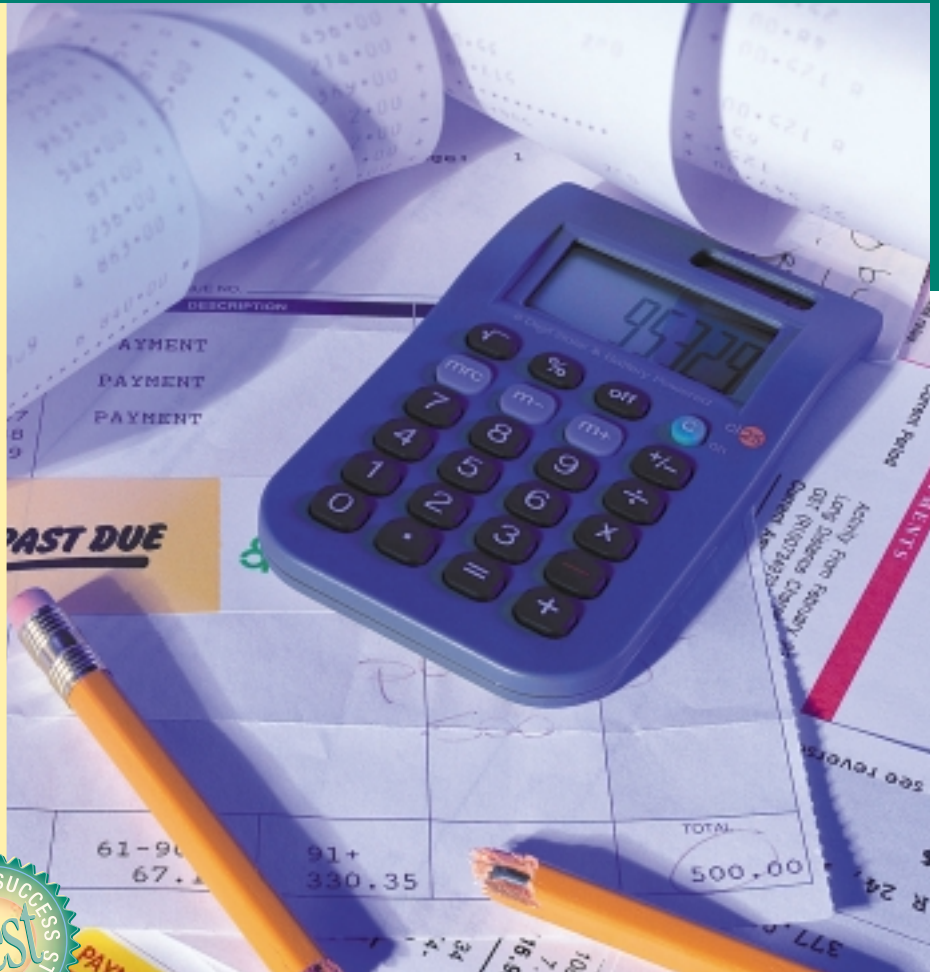
SYSTEM PROFILE

Operating System

- Microsoft Windows NT
- Users on System: 4

MAS 200 Modules in Operation

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Bill of Materials
- Crystal Reports
- Custom Office
- General Ledger
- Inventory Management
- Material Requirements Planning
- Payroll
- Purchase Order
- Sales Order
- Work Order



Ermak: A Foundry Finds Answers in MAS 200

Railroad crossing arms and big metal animals for playgrounds. These are a few of the diverse casting products manufactured by Ermak, a family-run business in its second generation. Ermak's skilled craftsmen make molds out of sand, cast aluminum products to manufacturer's specifications, and then machine the finished goods. Some projects are single prototypes, and others involve hundred-item runs.

THE CHALLENGE

Ermak's management team limped along for years with an antiquated accounting

package. "It was so old we could have done the work faster by hand," says Sue Erickson, Ermak's controller. "It was a stand-alone system that required special commands. Because it was so inadequate, we used our external accountants as bookkeepers to do simple tasks like bank reconciliation and setting up a general ledger so financials could be created. And we spent a lot of time maintaining information without getting usable data."

Erickson looked at six software applications before selecting MAS 200. "Many of the programs cost much less than MAS 200," she says. "Being the owner's wife, I definitely wanted to save

“When you hit on something as good as MAS 200, other people really ought to know about it.”

*Sue Erickson
Controller
Ermak, Inc.*

money. But the cheaper packages were incomplete and didn't address all of our needs. We went with MAS 200 for its total system integration, full-featured manufacturing capabilities, frequent upgrades, and the excellent support capabilities of our reseller.”

THE SOLUTION

This summer, Ermak adopted MAS 200, a comprehensive set of modules, to manage its entire operation. Erickson took a personal interest and was trained in every aspect of the new system. She put her new knowledge to work immediately, converting thousands of part numbers and establishing routing procedures to avoid re-inputting data.

“Once I understood MAS 200, we were able to streamline our company dramatically,” Erickson notes. “We cut office staff by a third, and may soon be able to trim more. Another tremendous benefit is that our accountant's fees dropped by half, and will be even less this year. Our total savings from adopting MAS 200 are so great I can't even calculate them.”

The Work Order and Material Requirements Planning (MRP) modules are favorites of Erickson. She's set up her system so that when sales orders are entered, MRP checks inventory, identifies how many products are on the shelf, and then automatically prepares work orders if needed. “Imagine what this has done for inventory efficiencies,” Erickson says. “We no longer have redundant items gathering dust in the warehouse. Instead, we've got genuine just-in-time manufacturing and excellent activity-based costing practices.”

Training has been a snap. When Ermak's sister company adopted MAS 200, Erickson showed their office manager how

to enter sales orders and invoices. “Is that it?” her colleague asked, incredulous.

Before, financials were only available twice a year. A problem occurring in February might not be discovered until August. But accurate figures are now available in real-time. “We've saved thousands of dollars just in accounting errors,” Erickson says.

“What's more, although our volume dipped due to the recession, sales numbers are way up. Why? Because with MAS 200, we've finally got a handle on costs and pricing. It's as cool as can be.”

Erickson views her reseller as an essential part of the software solution, and has only good things to say about the support she's received. Recently she was demonstrating MAS 200 to a visitor, who asked about technical support. Erickson's response was to place a call to her Best authorized reseller and leave a voicemail about a fictitious issue. In less than half an hour a specialist called her back, ready to solve the problem.

Given the reliability, ease of use and end-to-end integration provided by MAS 200, Erickson says she has been eager to provide a testimonial for the application. “When you hit on something as good as MAS 200,” she comments, “other people really ought to know about it.”



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