

best

MAS 90

CUSTOMER

Productivity Quality, Inc.
www.productivityquality.com

BEST VERTICAL MARKETING PARTNER

Synergistic Software Solutions, LLC
Two Meridian Crossings
Suite 310
Minneapolis, MN 55423
Phone: 800-815-8483

CORPORATE PROFILE

Headquarters
Minneapolis, Minnesota
Type of Business
Quality assurance measurement solutions
Number of Locations
One
Number of Employees
25+
Size
\$5-10 million

SYSTEM PROFILE

Operating System

- Microsoft Windows NT
Users on system: 8

MAS 90 Modules in Operation

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Business Insights
- Crystal Reports
- General Ledger
- Inventory Management
- Purchase Order
- Report Master
- Sales Order

Vertical Modules

- JOB♦OPS from Synergistic Software Solutions

JOB♦OPS™



PQI Customers “Make It Right the First Time” with MAS 90 and JOB♦OPS

Splitting hairs is an everyday occurrence for Productivity Quality. Their customers often ask them for measurement solutions that determine sizes as small as one hair divided into one thousand parts. That’s a lot of zeros: .000003”, but numbers are everything to Productivity Quality and that’s what led them to MAS 90 and JOB♦OPS.

PQI represents some of the leading names in the QA business, offering measurement and machine productivity equipment, parts, related service and training. Devices include capitalized equipment for tool and die companies, plus various types of probes, precision

scales and encoders, micrometers, calipers and digital gauges. PQI is known throughout a five-state area for customized assemblies that enhance QA on specific machines, as well as providing premium customer service.

THE CHALLENGE

Although PQI was spun off from Productivity Inc. in 1991, they continued piggy-backing on the parent’s business software for years. The problem was that PQI had its own software needs that weren’t being met. The system couldn’t track the service portion of the business,

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"The interface between JOB♦OPS and MAS 90 is so smooth that it all feels like a single package. Together, they give us a very robust system that does everything we need — a perfect match for our size of firm."

*JoAnn Linnell, Accounting
Manager, PQI*

for one thing — a big issue since service brings in 25 percent of annual revenue. Neither did it provide sufficient flexibility for internal modification.

So PQI went shopping. At the top of their wish list, besides advanced accounting features, was the ability to monitor service operations on a project-by-project basis.

MAS 90 with JOB♦OPS was the first package they looked at. As it turned out, no other system could touch it for features and value.

THE SOLUTION

MAS 90 now performs a complete range of business functions for PQI. General ledger postings, month-end processing and reporting are much faster than ever before. JoAnn Linnell, PQI's accounting manager, appreciates being able to drill down quickly with MAS 90's intuitive menu system, following the trail of various transactions without opening up dozens of screens.

Linnell also makes frequent use of Business Insights, a reporting tool included in MAS 90. Customizable reports provide critical business information in a high-level graphical format for instant access and speedy decision-making.

"I use Business Insights to get sales numbers and financial ratio information quickly," Linnell says. "Business Insights links all our data and gives us a snapshot of how we're doing — with analyses like sales breakdowns, costs, best sales for the period and year-to-date figures too. It's a very helpful feature."

Central to the new Best system has been JOB♦OPS, a graphically based job operations and production system from Synergistic Software Solutions. JOB♦OPS combines the features of job costing, bill of materials and manufacturing systems into one cohesive module to manage resources and monitor expenses. PQI uses

it to manage all sales orders, stocking, direct shipping, inside assemblies and service activities.

"JOB♦OPS is the most important module on this system for us because it links purchase orders to sales orders," explains Linnell. "It allows us to create work tickets for different types of jobs, so we can break out tasks like calibration, repair and assembly. Work-in-progress reports make it simple for us to keep an eye on open orders and know when they're ready to be shipped. Our service department manager uses JOB♦OPS to track when parts come in so as to better monitor inventory. Perhaps the best part is that we can calculate profits and know which orders contribute most to our bottom line."

The new system has eliminated confusion and improved organization at PQI. "The interface between JOB♦OPS and MAS 90 is so smooth that it all feels like a single package," explains Linnell. "Together, they give us a very robust system that does everything we need — a perfect match for our size of firm."



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