

best

MAS 200

CUSTOMER

Schleuniger, Inc.
www.schleuniger.com

CORPORATE PROFILE

Headquarters

Manchester, New Hampshire

Type of Business

Distributor of wire processing equipment

Number of Locations

Five

Number of Employees

65

Annual Revenue

\$30 million

SYSTEM PROFILE

Computer System

- Networked PCs

Operating System

- Microsoft Windows NT

MAS 200 Modules in Operation

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Bill of Materials
- Custom Office
- General Ledger
- Inventory Management
- Library Master
- Purchase Order
- Report Master
- Sales Order
- Work Order



Schleuniger Selects MAS 200 "To Be Precise"

As the industry leader in wire processing equipment, Schleuniger, Inc. is compulsive about accuracy. The quality of wiring and cabling is primarily determined by clean connections on each end – cut, stripped, marked and terminated by Schleuniger's state-of-the-art machinery. By adhering to its motto, "To Be Precise", Schleuniger has built a global business selling to high-tech industries such as electronics, telecommunications, computer, automotive and aerospace/military.

Products range from compact benchtop wire strippers the size of a motorized pencil sharpener to large, fully integrated wire processing systems. Schleuniger's precision semi- and fully automatic equipment is designed to

automatically cut, strip and mark wire and cables of all types including coaxial, fiber optic and multi-conductor cables. Customer benefits include precise and repeatable stripping quality, speeds of up to 10,000 processed pieces per hour, minimal tooling changeovers from one application to another, and simple operation. Several Schleuniger techniques are patented.

THE CHALLENGE

When Schleuniger went shopping for a new accounting software package, its goal was a networked accounting system that could be accessed by its four branch offices, including locations in Canada and Mexico. Each branch

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*Sean Matulonis
MIS Manager
Schleuniger, Inc.*

needed to provide the same high-quality customer service functions as the main office. But the branch offices were very small, precluding a costly investment in a wide-area network.

THE SOLUTION

MAS 200, new to the market, was an obvious answer for Schleuniger. Through early adoption of virtual private network (VPN) technology, the company discovered it could use MAS 200 over the Internet on a standard DSL connection. Now branch offices can log onto MAS 200 securely, access pertinent business information, make entries remotely, and receive performance just like on the LAN at headquarters. And it’s fast. Reports that once took more than half an hour run in about a minute.

Sean Matulonis, MIS manager at Schleuniger, says that implementation was surprisingly simple. “VPN technology was so new that we didn’t know what to expect. Yet the MAS 200 system has performed better than we could have imagined.”

Matulonis took advantage of Custom Office within MAS 200 to add fields and screens to the database. “In many ways, Schleuniger is a typical distributor, with basic needs like other companies. But we also have some distinctive requirements. Adding fields for sales order status and service order information has allowed us to be much more efficient, and track Schleuniger-specific data.”

For instance, Matulonis created a pull-down notes field for larger orders. Staff members can input comments and updates, creating a complete record of every order. Another field tracks data from service jobs. History is recorded by fault category, customer, model number, serial number and even repair technician, so trends can be spotted quickly.

Several off-the-shelf solutions from a master developer have made the system

even smoother. S/O Commissions by Line Item, an enhancement to the standard MAS 200 Sales Order module, allows commissions to be overridden on a line-item basis, so sales managers can implement compensation structures to achieve specific objectives. A second modification for MAS 200 Accounts Payable permits invoice entries in a foreign currency, and posts them to the general ledger in U.S. dollars.

Matulonis has been pleased with support for MAS 200. “The product is very stable, and our reseller is extremely helpful. Supporting MAS 200 costs about 25 percent less than our customer relationship management package, which is similar in scope.”

As part of the MAS 200 Subscription Plan, Schleuniger has received several new versions. “Each new release contains valuable features,” Matulonis notes. “The product is continuing to grow and evolve. In fact, when I was recently charged with evaluating the possibilities of an e-commerce system, I was happy to find that Best already had a solution, making things much easier for me.”

“Overall, MAS 200 is full-functioned and an excellent value,” Matulonis says. “It does exactly what we need, and has streamlined our accounting, ordering, service, procurement, payment and fulfillment systems. And because its architecture allows us to work over a VPN, it has saved us a great deal of money over other alternatives. We’re very pleased.”

The logo for Best Software, Inc. features the word "best" in a lowercase, bold, sans-serif font. The letters are white with a green outline, set against a dark green background.

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