



# Cambridge Valley Machining

*As the business grew, CVM rapidly outpaced the capabilities of its small business package. It was clear they needed a system that handled all aspects of manufacturing in a multi-user environment. They needed a strong accounting package that could help them grow, instead of holding them back. And they needed a manufacturing package to match, one that offered true integration between the manufacturing and accounting systems. That search led them to eEnterprise and its Manufacturing Series.*

## Solution Overview

### INDUSTRY

Medical  
Food Services Manufacturing

### SCENARIO

CVM was quickly outgrowing its current accounting solution, and wanted a manufacturing solution that would completely integrate with its financials.

### COMPANY PROFILE

CVM serves customers in the medical and food packaging industries throughout the United States, Sweden and France.

### SOLUTION

Integrated financial and manufacturing systems from Microsoft Great Plains have helped CVM to manage their continued growth.

### SOFTWARE USED

Microsoft Great Plains eEnterprise  
Financial Series  
Distribution Series  
Purchasing Series  
Manufacturing Series  
Human Resources Series  
FRx Financial Reporting  
Microsoft SQL Server

Cambridge Valley Machining, Inc. (CVM) began machining castings in a garage for a local foundry 10 years ago. Today, CVM services medical and food packaging customers throughout the United States, Sweden and France.

## **Strong manufacturing integrated with strong financials**

Jim Moore, Controller for CVM, recognized eEnterprise as the “strongest product on the market for accounting.” And the eEnterprise Manufacturing Series functions were an excellent fit for the custom manufacturing processes CVM specializes in.

eEnterprise has proven to be a good choice for this rapidly growing company. Currently with 22 users, Moore feels eEnterprise still offers plenty of headroom. “We experienced 95% growth in sales last year, and we were able to keep up without adding accounting staff.” An additional testament to the system’s ease of



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**For every business problem there is a Microsoft Great Plains Business Solution.**

implementation and ease of learning is that Moore remains the company’s primary in-house implementation and training resource.

### ***Fast track to ISO 9001 certification***

Because CVM is in the medical and food services business, they recognized the value of ISO 9001 certification early on. The reporting and tracking capabilities in eEnterprise helped them achieve certification in just eight months, and continues to help CVM track the necessary information for ISO reporting. Moore especially appreciates the routing capabilities within the Manufacturing Series, because they give him an easy way to track and report on the path of raw materials and subassemblies throughout the manufacturing process.

### ***Built-in flexibility helps CVM compete***

CVM also manufactures parts for a sister company that sells custom rifles, introducing new processes to the group. One new process the eEnterprise Manufacturing Series helped CVM implement is the ability to track highly specialized finished goods. With up to 40 options for each rifle line, it would be unwieldy to track finished part numbers for each of the possible combinations. Fortunately, the Manufacturing Series Sales Configurator enables CVM to record a single part number for the finished good, instead of needing to create a separate part number for each configuration.

Moore believes the Manufacturing Series’ built-in flexibility and adaptability help CVM compete. “eEnterprise has helped us over the competition because we need to go where the business is. If one product line takes off, we need to efficiently reorganize our processes. eEnterprise helps us do that, and it helps us keep customer service high from beginning to end.”

### ***The eEnterprise edge***

Fast implementation, ease of use and support, and excellent process flexibility are all critical areas where eEnterprise is helping CVM improve their competitive edge and keep returns high. “Companies that are growing quickly would be wise to seriously consider a Microsoft Great Plains solution.”