

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

Microsoft Windows NT

MAS 200 Modules in Operation

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Bill of Materials
- Custom Office
- Foreign Currency Extended Solution
- General Ledger
- Inventory Extended Solution
- Inventory Management
- Purchase Order
- Sales Order
- Sales Order Extended Solution
- Work Order

Schleuniger Selects MAS 200 "To Be Precise"

As the industry leader in wire processing equipment, Schleuniger, Inc. is compulsive about accuracy, quality and clean connections on each wire or cable 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 from telecommunications to aerospace.

Products range from compact benchtop wire strippers to large, fully integrated wire processing systems. Schleuniger's precision semi- and fully automatic equipment cut, strip and mark wire and cables of all types including coaxial, fiber optic and multi-conductor cables. High precision quality is achieved at speeds of up to 10,000 processed pieces per hour with minimal tooling changeovers from one application to another.

Getting Wired

Schleuniger wanted to acquire a new accounting system that could be accessed by its four branch offices, including locations in Canada and Mexico. High-



quality customer service needed to be consistent company-wide, which was a challenge since the branch offices were very small and precluded a costly investment in a wide-area network.

MAS 200 Makes the Connection

MAS 200 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

CHALLENGE

Obtain a networked accounting system for four branch offices, including Canada and Mexico, that support distribution and customer service functions.

SOLUTION

MAS 200 financial, distribution and Extended Solutions.

RESULTS

Streamlined Systems from accounting to fulfillment; Enhanced operational efficiency; Reports that took 30 minutes, take about one minute now; Achieved substantial savings with VPN architecture option.

"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."

*Sean Matulonis
MIS Manager
Schleuniger, Inc.*

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. "We had some distinctive requirements that needed to be met. Adding fields for sales order status and service order information improves our efficiency, and enables us to closely track our data."

For instance, Matulonis created a pull-down notes field for larger orders. Staff members can input comments and updates for 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 Extended Solutions offered by Best 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."



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