Sage 100 ERP | Customer Success

Schleuniger Selects Sage 100 ERP "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 multiconductor 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 companywide, which was a challenge since the branch offices were very small and precluded a costly investment in a wide-area network.

Sage 100 ERP* Makes the Connection

Sage 100 ERP was an obvious answer for Schleuniger. Through early adoption of virtual private network (VPN) technology, the company discovered it could use Sage 100 ERP over the Internet on a standard DSL connection. Now branch offices can log onto Sage 100 ERP 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 Sage 100 ERP system has performed better than we could have imagined."

*Sage 100 ERP was named Sage ERP MAS 200 when Schleuniger, Inc. initially implemented this solution. The product names have been updated in this case study to reflect current naming.

Customer
Schleuniger, Inc.

Industry
Distributor of wire processing equipment

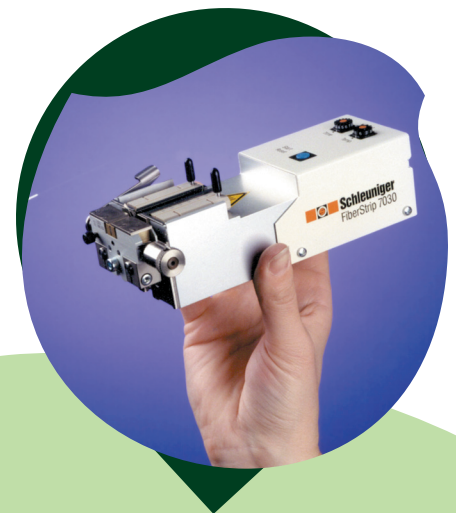**Location**
Manchester, New Hampshire

Number of Locations
Five

Number of Employees
65

System
Sage 100 Advanced ERP

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

Solution
Sage 100 ERP 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.

Matulonis took advantage of Custom Office within Sage 100 ERP 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 Sage have made the system even smoother. S/O Commissions by Line Item, an enhancement to the standard Sage 100 ERP 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 Sage 100 ERP 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 Sage 100 ERP. "The product is very stable, and our reseller is extremely helpful. Supporting Sage 100 ERP costs about 25 percent less than our customer relationship management package, which is similar in scope."

As part of the Sage 100 ERP 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 Sage already had a solution, making things much easier for me."

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> Sean Matulonis, MIS manager
> Schleuniger, Inc.

"Overall, Sage 100 ERP 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."

About Sage

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers' needs. Our solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, manufacturing, nonprofit, and real estate industries. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 12,300 people and supports more than 6 million customers worldwide. For more information, please visit the website at www.SageNorthAmerica.com or call 866-996-7243. Follow Sage North America on Facebook at: http://www.facebook.com/SageNorthAmerica and Twitter at: http://twitter.com/#!/sagenamerica.

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