RadComm Systems Radiates Success With Help From Sage 500 ERP

Since 1992, RadComm Systems has been manufacturing and distributing radiation detection systems to industries across North America and around the world. Known for its innovative technology, dedicated personnel, and responsive service and support, the company has seen steady growth. From the beginning, RadComm Systems has trusted Sage software solutions to help manage its business. These solutions have grown and scaled to meet the increasingly complex requirements of the enterprise operation. Recently, RadComm Systems migrated from Sage Pro ERP to Sage 500 ERP* to run its sophisticated manufacturing, distribution, and financial operations.

Growing With Sage

"We began with Sage 50—Canadian Edition. It worked very well for us for years; we were a fairly small operation then and didn't need sophisticated manufacturing functionality," recalls Siew Hon Ang, financial controller for RadComm Systems. "Then we moved to Sage Pro ERP and a third-party manufacturing application to better support our growing operations."

While each application performed its tasks well, RadComm Systems noticed a lack of efficiency resulting from relying on two separate software applications. "Year-end reporting was time consuming and difficult," Ang recalls. "And it was nearly impossible for us to obtain accurate work-in-progress (WIP) figures. Often, the figures in the two systems were not in agreement, perhaps resulting from errors while rekeying the information."

The company turned to its long-term Sage Authorized Partner for advice. "They recommended Sage 500 ERP to us years earlier, but at that time we felt that we were not ready," says Ang. "At our current size and level of complexity, Sage 500 ERP is the best solution for us."

Manufacturing Power

One way Sage 500 ERP is benefiting the company is through its powerful manufacturing suite of modules. By incorporating Sage manufacturing software such as Advanced Manufacturing, Engineering Change Management, and Shop Floor Control, RadComm has an integrated manufacturing solution that keeps its operations firmly on track.

*Sage 500 ERP was named Sage ERP MAS 500 when RadComm Systems initially implemented this solution. The product names have been updated in this case study to reflect current naming.

Customer
RadComm Systems

Industry
Manufacturing

Location
Oakville, Ontario

Number of Locations
Four

System
Sage 500 ERP

- Core and Advanced Financials
- Multicurrency Manager
- Wholesale Distribution
- Inventory Manager
- Inventory Replenishment
- Purchase Order
- Advanced Manufacturing
- Shop Floor Control
- Engineering Change Management

Challenge

RadComm has relied on Sage business management solutions since its inception, ultimately seeking a more powerful, integrated ERP and manufacturing solution.

Solution

Migrating from Sage Pro ERP to Sage 500 ERP has proven to be a strategic decision for RadComm.

Results

Accurate WIP and cost tracking help ensure profitability. Comprehensive manufacturing and inventory control functionality drives productivity.

All costs associated with a work order are captured by the system, enabling the company to calculate the profit margin associated with every project.

With the previous two-solution system, work-in-progress reports were difficult to obtain and had to be compiled manually in spreadsheets. In the integrated Sage 500 ERP application, WIP reports can be generated on demand.

The system drives efficiency by automatically generating a work order as staff enters a sales order. When the sales order is later invoiced, the related work order is closed, eliminating yet another manual step in the cycle. "Nearly all of our manufacturing is make-to-order, so this feature saves us a tremendous amount of time and minimizes the possibility of routine data entry errors," says Ang.

Improved Inventory Control

The inventory receiving function is streamlined with Sage 500 ERP. As a receipt is processed, inventory is updated in real time and is instantly available to the production department. In addition, cost variances between the purchase order and vendor invoice are fairly common in this industry, and the software automatically and accurately accounts for such variances.

Using the requisition feature within the Purchase Order module, RadComm System's production manager has simplified the company's purchasing process. A requisition is generated with the requested parts and is passed to the purchasing agent for review and approval. Once approved, the requisition is automatically converted into a purchase order, ready for submittal to the vendors.

Single Source of Information

Ang reports that the move to Sage 500 ERP has been transformational for the company. "Now we have quick access to all our business data in one application. We are saving time,

> "The integration between all modules is strong. Because all of our business data is in a single, reliable system, we now have a great deal of confidence in the data."
>
> Siew Hon Ang, controller
> RadComm Systems

saving money, and have more accurate, detailed information. The integration between all modules is strong. Because all of our business data is in a single, reliable system, we now have a great deal of confidence in the data."

With operations in both Canada and the United States, RadComm Systems needs to account for dual currencies, and the Sage 500 ERP Multicurrency Manager solution handles this task seamlessly, automatically making the appropriate conversions throughout the system.

With Sage 500 ERP, RadComm Systems is benefiting from the increased flow of information between departments. "We are all working with the same numbers," concludes Ang. "And that leads to better collaboration and better decision making."

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.

Sage
6561 Irvine Center Drive
Irvine, CA 92618
866-530-7243
www.Sage500ERP.com

sage