

CUSTOMER SUCCESS



Helical Goes Galactic With Sage MAS 500 and MRP

F-22 fighters. Bowling pin setters. Pumps for human hearts. Baseball pitching machines. What do all these have in common? They're made with specially machined springs from Helical Products Company, manufactured with a proprietary process that converts solid bars of metal into flexible mechanical parts.

NASA used Helical springs in a mass spectrometer on the Mars Rover, the robot that explored the Red Planet. Anti-aircraft missiles flown by the U.S. Navy have Helical springs inside their firing tubes. With showcase applications like these, Helical now operates from a 30,000-square-foot California facility, and sells their products worldwide.

One in a "Zillion"

In 1997 Helical decided to replace its mainframe with networked PCs. That meant finding a new accounting system too.

"We looked at about a zillion products over a two-year period, and most represented a major step down from our mainframe software," says David Palmerston, vice president of technology. "But not Sage MAS 500 ERP. It proved to be a high-quality solution with true enterprise-quality performance—and is more accurate, far easier to manage, and much quicker than the processes we had in place before."

At the time, however, Sage MAS 500 did not offer a manufacturing module that could handle Helical's complex operations. After several years of struggling, Palmerston went looking for a legacy replacement—hopefully with the functionality he'd come to expect from Sage Software.

Springing Forward With Sage MAS 500

He discovered that Sage Software now offered Material Requirements Planning (MRP), a full-featured module in its manufacturing suite. MRP provides Helical with up-to-date item statistics including on-hand quantities, and performs calculations that quickly generate work orders

Customer:

Helical Products Company, Inc.

Industry:

Manufacturer of flexible beam couplings, machined springs, and U-joints

Location:

California

Number of Locations

One

Number of Employees

100+

System:

Sage MAS 500

- Accounts Payable
- Accounts Receivable
- Advanced Manufacturing
- Advanced Planning and Scheduling
- Cash Management
- Customizer
- eExecutive
- Engineering Change Management
- Estimating
- General Ledger
- Inventory Management
- Inventory Replenishment
- Material Requirements Planning (MRP)
- Multicurrency Management
- Purchase Order
- Sales Order
- Shop Floor Control

CHALLENGE

Replace mainframe system with an enterprise-quality, business management system that offers accuracy, speed, and efficiency and can handle the complexities of manufacturing.

SOLUTION

Sage MAS 500 financial, distribution and manufacturing modules.

RESULTS

Precise tracking of 27,000 items; streamlined integration; Seamless data flow (shop floor to management); Cut all manual steps; Improved scheduling and customer service; Accurate inventory and on-time shipping.

for manufactured items and purchase orders for raw materials. It also uses historical data and advanced forecasting formulas for understanding current and future material and distribution requirements. Amazingly, the entire module was operational in less than three months, about half the time they had anticipated.

The robust capabilities of Sage Software's MRP allows Helical to account for about 27,000 different products, many of which are custom made. MRP handles all related inventory requirements, such as lot tracking and cycle counting, so fast that it's almost real time. It then delivers complete manufacturing data to Sage MAS 500 for analysis. The result is a clearer picture for management.

"Sage MRP permits tight integration between customer service, manufacturing and accounting groups, improving the communication of technical data from the shop floor to senior management," Palmerston says. "All manual steps have been eliminated—literally—because we used to have to walk up and down the halls looking for the right person with the right piece of paper. Now everything is in one place for anyone to access."

Better communication translates into vastly improved scheduling and customer service. "Sage MAS 500 and MRP let us get our act together," Palmerston notes. "We finally have inventory numbers we can depend on, far more on-time shipments and better quality throughout the company. And the system is remarkably speedy, so information is not only accurate but also timely. Consequently, customer service and inventory functions are up where we expect them to be."

Palmerston also feels good about having an end-to-end system with Sage. "This is a very solid package backed by a strong company, and we are confident using it to run our entire business."

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Sage Software supports the needs, challenges, and dreams of more than 2.7 million small and mid-sized business customers in North America through easy-to-use, scalable, and customizable software and services. Our products help manage a complete range of business functions including: accounting, operations, customer relationship management, human resources, time tracking, merchant services and the specialized needs of the construction, distribution, healthcare, manufacturing, nonprofit, and real estate industries.

