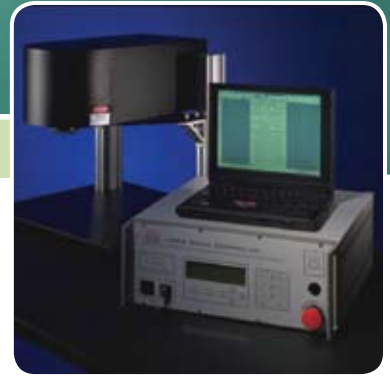


CUSTOMER SUCCESS



Rocky Mountain Instruments: Natural High With Sage MAS 200

What do F16 fighter pilots, ophthalmic surgeons, and laser skin-resurfacing specialists have in common? They all rely on sophisticated instruments containing components from Rocky Mountain Instruments(RMI).

RMI manufactures full-spectrum (ultraviolet through far infrared) optical components and assemblies for laser and imaging applications. Corporate headquarters and RMI's primary manufacturing facility are located in the heart of the Denver/Boulder high-tech corridor, where custom, standard, and OEM laser and imaging optics are created. The company has additional offshore subsidiaries in Korea and Russia.

Software for Peak Performance

RMI was hampered by inadequate financial software. "We were poised for growth, but weren't able to extract the information necessary to move the company forward," explains Debbie Hunt, vice president and general manager of RMI. "We had no idea how much various jobs were costing, and whether or not they were profitable. It took forever to process paperwork. This made it hard for us to compete on bigger jobs."

Hunt implemented Sage MAS 90 ERP eight years ago, when RMI had only 40 employees. Today the company boasts a staff of 220, and recently upgraded to Sage MAS 200 ERP.

RMI relies on Sage MAS 200 to automate its receivables, payables, payroll, bank reconciliation, sales orders, purchase orders and inventory. "We have about 5,000 different items in our warehouses," says Joe Basile, controller. "Sage MAS 200 shows us exactly what we have in raw materials, work-in-process, and finished goods, and where it's all located. Accuracy is so good that we've been able to move 30 percent of our warehouse workers to other tasks, and greatly reduce the time previously spent on audits."

Just-in-time manufacturing and inventory management are now a reality at RMI, thanks to Sage MAS 200. "The system provides historical data so we know what materials will be needed for a job," Basile says. "And with better control of the production cycle, we keep a tighter rein on purchasing, and also can guarantee more timely deliveries for our customers."

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Customer:

Rocky Mountain Instruments, Inc.

Industry:

Optical components and laser makers

Location

Lafayette, Colorado

Number of Locations: Three

Number of Employees: 220

System:

Sage MAS 200

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Bill of Materials
- General Ledger
- Inventory Management
- Payroll
- Purchase Order
- Sales Order
- Work Order

CHALLENGE

Lack of accounting and inventory controls, which hobbled efficiency and prevented expansion.

SOLUTION

Sage MAS 90, later upgraded to Sage MAS 200, with complete suite of financial and manufacturing modules.

RESULTS

Warehouse staffing needs cut by 30 percent; overall efficiencies improved by 25 percent; contract bidding time trimmed from two days to two hours.

Detailed reports from Sage MAS 200 have resulted in better management practices. "I can tell at a glance where we stand financially, as well as where each job is in production," Hunt notes. "Given that we often have 150 jobs going at once, this information is crucial for good management."

Better Bidding

The system has simplified bidding, too. "When we cost out a government or military contract, we no longer have to dig up old purchase orders and add figures manually," says Hunt. "The system puts all the numbers at our fingertips, so the job takes an hour or two instead of days. And our bids are now much more closely honed, giving us an incredible competitive advantage."

Sage MAS 200 has been a reliable workhorse, despite industrial-strength usage by RMI. "I can't think of a single incident in the past five years when the system hasn't performed perfectly," Basile comments. "All of the separate modules are tied together and post to the general ledger, which makes for very smooth operations. It's the kind of end-to-end system that a company needs to survive."

Hunt estimates that Sage MAS 200 is responsible for at least 25 percent in overall efficiency improvements. "Without Sage MAS 200, we'd still be in the dark ages, a company less than one-fifth the size we are now, and plagued by inefficient controls," Hunt says. "There's no way we could have achieved our true potential without it."

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