Challenge	Solution	Results
Manual System • Multiple data entry, inaccurate & untimely • Heavy reliance on Excel • 6 month lag for financial Statements • 3 week lag for customer invoices	ICS Support's domain expertise plus the Sage MAS 90 and JopOps fully integrated ERP system.	• Real time job status and profitability information at all times • Cash flow improved—immediate job closure and billing • Efficiency greatly improved

Another Success Story

Company Profile

STEEL-FAB

Steel-Fab, Inc.
Arlington, WA
www.steel-fab.com

Type of Business:
Steel Fabrication

Solution:
Sage MAS 90
• General Ledger
• Accounts Payable
• Accounts Receivable
• Bank Reconciliation
• Payroll
• Inventory
• Sales Order
• Purchase Order
• Visual Integrator
• Business Alerts
JobOps
• JobOps Base
• Time Tracker

ICS Helps Forge Success for Steel-Fab

Steel-Fab fabricates custom ground support equipment such as platforms and staircases for the aeronautics industry. The company's largest customer is Boeing, with whom Steel-Fab has done business for 30 years. To ensure its projects remain profitable and on track, Steel-Fab relies on Sage MAS 90 ERP, JobOps, and the talented consulting firm of ICS Support.

Raise the Bar
The company has been using the Sage MAS 90 accounting and financial modules since 1999, but until recently, job costing, purchasing, and inventory control were handled manually. "Our old accounting firm supported Sage MAS 90. When we changed accounting firms, we needed to find a new support team and were introduced to ICS Support," recalls Laura Bowker, Steel-Fab's bookkeeper.

After reviewing Steel-Fab's operations, ICS Support recommended the company incorporate the Sage MAS 90 Inventory Management, Purchase Order, and Sales Order modules—plus JobOps, a job management solution that tightly integrates with Sage MAS 90.

"JobOps has changed the way we operate," says Bowker. "We're able to proactively manage our jobs, because we have information along the way, not just after the fact."

Meet ISO 9000 Requirements
Boeing requires that its vendors be ISO 9000 certified. In order to meet the certification requirements, Steel-Fab needed better documentation and control over its manufacturing process. "We were costing our jobs manually, and the whole order entry and purchasing process was manual too," explains Bowker. "There wasn't any easy way to document the work we were doing, because so much was done manually."

An essential part of Steel-Fab's ISO 9000 certification process is instituting an electronic filing system. To meet this requirement, ICS Support implemented Paperless Office, a Sage MAS 90 Extended Solution, for Steel-Fab. With Paperless Office all registers and journals are printed to a PDF formatted file and electronically archived. "We don't have to print and file those stacks of journals any more," says Bowker. "But the best part is the search engine. It allows us to search through those journals for a name, a date, an account number, and instantly find whatever we're looking for."

INTEGRATED
Computer Systems
Support, Inc.

Capture Labor Costs

Time Tracker, a component of JobOps, provides an efficient, easy-to-use method of capturing employee time. Workstations on the shop floor serve as the portal allowing employees to clock in and out of jobs using a barcoded badge and a card reader. "It's easy for employees to use," says Bowker.

This real-time data capture gives management access to up-to-the-minute labor cost information. "Before we had to tally employees' time on a spreadsheet to determine our labor costs for a job," says Bowker, "Now we have up-to-the-minute labor costs for any job or any employee, anytime we need it."

Simplify Payroll Processing

Payroll has become an efficient, streamlined procedure. Employee time, captured by Time Tracker, is quickly and automatically transferred into the Sage MAS 90 Payroll module during weekly payroll processing. "Deductions and garnishments we've set up are processed automatically," explains Bowker. "It's very easy."

Before JobOps and TimeTracker, Bowker and her staff manually entered employees' time from the spreadsheets into the payroll module. "We're saving hours and hours of duplicate data entry time every week," she says.

Streamline Purchasing

Once a job is awarded, Steel-Fab's purchasing team orders the parts and equipment. "Every item we order references a job," explains Bowker. "When it's re-

ceived, the cost posts to the job, and even before it's received, we know what costs are pending."

By ensuring that a purchase order is issued for every purchasing transaction, Steel-Fab has the confidence that all job-related costs are accounted for. "With the manual system, there was always the concern that we could miss something," says Bowker, "It was too easy to forget to invoice for a part."

Build a Strong Partnership

The Steel-Fab management team appreciates the attentive support and creative solutions provided by the consultants at ICS Support. Bowker credits ICS Support with much of the success of the project. "They understand the software, and worked with us to put it to the best use here," she says. "Their support is fabulous. I love the online support system—I log in with my request and they're right on it."

"We're saving an enormous amount of time, and we have better and more timely information," concludes Bowker. "We have a total job management solution."

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Computer Systems
Support, Inc.

www.ics-support.com
8541 154th Ave NE
Redmond, WA 98052
425-820-6120

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jobops job management software