

MDKS

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For Your Growing Business



Client Profile

MDKS Provides Hard Working Solution For Autodyne Machinery

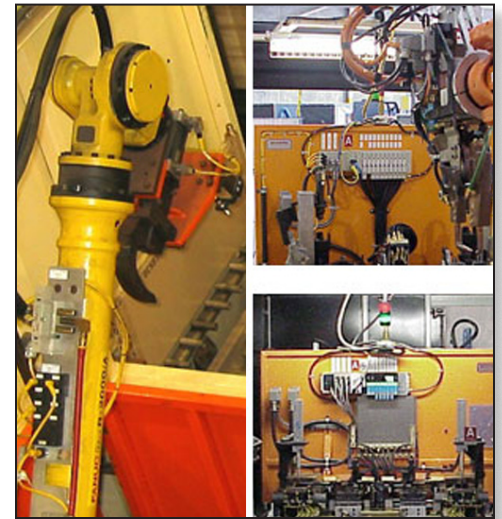
Sage Accpac Adapts To Fit Custom Manufacturer

Autodyne Machinery, Inc. designs and builds automated welding and assembly systems. For more than 30 years, Autodyne has built its reputation as a best-in-class company, delivering quality machinery and equipment used primarily in the automotive industry. Each piece of equipment the company builds is made-to-order. To successfully manage and track its jobs, Autodyne depends on the powerful job costing functionality of Sage Accpac ERP, ably supported by MDKS Business Solutions.

Identifying A Winning Solution

Autodyne has relied on Sage Accpac for years. When Michelle McWhirtier joined the company as its new Controller, Autodyne was actually running two separate installations of Sage Accpac. “We had a customized older version of the software for our accounting and financials and a slightly newer version just for payroll processing,” she explains. “There was another program just for job costing. It was an inefficient, redundant, and outdated setup, so we began looking for a replacement that would integrate all our business functionality.”

After evaluating the options, Autodyne determined that sticking with Sage Accpac and taking advantage of the new functionality added to the product was the best solution for the company. “The accounting, financial reporting, and payroll functionality of Sage Accpac has always been strong. When we found out that there was now a Project and Job Costing module available, we knew we’d stick with Sage Accpac,” McWhirtier says.



Selecting The Best Partner

Autodyne requested proposals to upgrade the system and implement the new functionality from two local Sage Accpac business partners. “I was looking for a vendor to show me they understood the software and our business.”

One of the partners, MDKS Business Solutions, genuinely impressed McWhirtier. “MDKS sent a technical expert—who’s also an accountant, not a salesperson,” recalls McWhirtier. “We selected MDKS because they were thorough and well prepared to answer our technical questions.”

The way MDKS handled the project after the sale also impressed McWhirtier. “They stuck to the budget and they worked closely with our management team, working through our preferences and requirements for reports, input functions, and

Autodyne Machinery, Inc.

Headquarters:

Ajax, Ontario

Industry:

Custom Manufacturing

Solution:

Sage Accpac ERP

About
MDKS Business Solutions

MDKS Business Solutions Inc. is one of the largest independent accounting and professional service firms in Southern Ontario specializing in the selection and implementation of ERP systems for mid size organizations of various industries in all of North America.

Our professionals have extensive expertise in financial accounting and operations, business intelligence and reporting, CRM (Customer Relationship Management), manufacturing, eCommerce, custom software development, and IT infrastructure deployment.

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security settings,” she says. “I consider their guidance to be highly valuable.”

Integrated Job Costing

Because all of the jobs at Autodyne are made to order, the company stocks very little inventory; instead it purchases the equipment it needs for each job. The tight integration between the Sage Accpac Project and Job Costing module and the Purchase Order module fits this business model well. Each line on the purchase order can reference a job number. Upon receipt, the item is immediately expensed to the job. “It saves a step, we don’t have to receive the parts and then issue them to a job,” McWhirtier explains.

Without this functionality, McWhirtier says the company would have to hire a person simply to track inventory and perform the job issues. “We’re saving that labor cost year after year,” she notes. The integration with the Payroll module also saves the company the effort of rekeying employee time sheet data.

Fine Tuning The System

MDKS created an enhancement to Sage Accpac to streamline the company’s purchasing process by eliminating many of the steps involved in generating requisitions and turning approved requisitions into purchase orders. “Our business processes are a bit different, and MDKS was able to tweak

the software to make it perfectly fit our processes,” says McWhirtier.

Generous Return On Investment

The efficiencies of an integrated up-to-date solution save Autodyne time and money every month. “I estimate the time savings to be about 30 percent; we have less administrative overhead due to the efficiencies we’ve gained and we’re now using those resources more efficiently for direct manufacturing processes,” says McWhirtier. “The benefits of accurate, customized, and fast reporting is harder to quantify, but we definitely save the time coordinating data between the systems. Plus, now we have better security, better control, increased accuracy, and more timely data.”

Forging A Strong Partnership

McWhirtier appreciates the continuity present in the company’s relationship with MDKS. “The same consultant that met with us during the proposal conference performed the conversion, provided training, coordinates our upgrades, and answers our support calls. I like that I don’t have to explain our business to someone new each time I call.”

McWhirtier concludes, “The service we receive from MDKS is impressive. They understand our business—I trust them implicitly.”

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