rkl eSOLUTIONS

Real-World Results
American International Manufacturing ›

American International Manufacturing (AIM) is a manufacturing company fabricating high quality agricultural and industrial equipment. AIM is considered to be uniquely specialized because of its full line of capabilities including a machine shop and metal fabricating facility, along with expertise in AutoCad and SolidWorks design software.

CHALLENGE

AIM's legacy software could not keep up with the changing landscape, and spent hours reconcoling receipts.

SOLUTION

To meet requirements, AIM upgraded to a fully integrated solution, Sage 100 where they could modernize workflows and customize forms.

RESULTS

AIM was able to reduce the time needed reconcoling reciepts and focused on delivering quotes and controlling the Purchase to Pay process, all without leaving their desks.

A Look At
THEIR STORY ›

AIM operates a modern 23,000 sq. ft. manufacturing facility in Woodland, California where their expertise produces one-of-a-kind projects and custom repair work.

OPERATIONAL CHALLENGES WITH LEGACY WORKFLOWS

AIM had been using legacy software, Real World Passport, and supplementing their financial reporting with QuickBooks accounting. Their system was 20 years old and was not able to accommodate changing business requirements. In addition, reconciling and verifying data

was a tedious and manual task. The AIM Operations and Accounting teams would spend hours reconciling receipt of goods against vouchers.

AIM needed a solution that was fully integrated, where the data flows seamlessly between work functions. A modernized workflow to meet their customers' changing requirements, such as electronic delivery of order confirmations and invoices, and the ability to customize their forms to provide information requested by their customers was also high on AIM's list.

USING SAGE 100 TO STREAMLINE WORKFLOW

RKL implemented Sage 100 which streamlined AIM's workflow allowing them to easily look up information. With Sage 100's flexible drill down, drill around functionality, it provided the AIM team the information they were looking for without leaving their desk. RKL also replaced their manual Excel based quoting process with AIM entering their quotes into Sage 100.

With the use of multiple quote forms, AIM can now deliver different quote formats. Quotes are then emailed to customers and they can be converted to Standard Orders when approved. Management now has increased visibility into their Quotes and Orders which are all in one system. Order Confirmations are then emailed back to the customers. The new system also provided tighter control on the Purchase to Pay Process. With the 3 way match between purchased quantity, received quantity and invoiced quantity, AIM's accounting team can now research variances easily as these are now captured by the system.

A TEAM YOU CAN TRUST

"I love the new system; it has discontinued double entry work that we used to do in Excel. Sage Software has helped us gain much efficiency."

LESLIE BESSEGHINI, VP / CONTROLLER, AIM

About RKL eSolutions

Since 2001, RKL eSolutions has helped growing companies maximize their technology resources and investment. Over the years, we have helped hundreds of small and medium sized businesses as their strategic business partner. We specialize in the needs of Entertainment, Software & SaaS, Professional Services, Manufacturing, and Non Profit organizations. Our experienced consultants have a passion for making every facet of your business successful and are intent on building a long-term relationship with every client.

(888) 222-8827 • contact@rklesolutions.com • www.rklesolutions.com