

Sage 100 Manufacturing



American International Manufacturing improves efficiency with Sage 100

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. They operate a modern 23,000 sq. ft. manufacturing facility in Woodland, California. Their manufacturing expertise is those one-of-a-kind projects. They also do 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. They also needed to modernize their workflow to meet their customers' changing requirements, such as electronic delivery of order confirmations and invoices. They also needed the ability to customize their forms to provide information requested by their customers.

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.

"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, Vice President/
Controller

Benefits of working with RKL eSolutions:

- Modernize workflow management
- Full analysis of business requirements
- Business process automation
- Reduced time reconciling data
- Improved quote and order management.

The testimonial provided by American International Manufacturing occurred while being serviced by Clients First Business Solutions (California office) now RKL eSolutions.

About RKL eSolutions

Since 2002, 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.



(717) 735-9109 • (888) 222-8827 • info@rklesolutions.com • www.rklesolutions.com