AccountMate®

Manufacturer Grows International Business with AccountMate ERP Software

Jonell, Inc. is a Texas-based leader in the design, application and manufacturing of filtration and separation equipment. Jonell has produced quality replacement elements for most manufacturers catering to the oil, gas and petrochemical industries worldwide since 1987.

With International Organization for Standardization (ISO) certification, all Jonell products adhere to stringent quality control standards and manufacturing conditions, ensuring that every customer order is clearly understood, agreed and fulfilled. Offering over 9,000 filter elements in numerous design configurations and micron ratings, Jonell products provide superior filtration, structural strength and coalescing characteristics.

The Challenge

Over the years, Jonell experienced rapid growth as the demand for exclusive filtration products increased. Keeping pace with build-to-order sales requirements became increasingly challenging under the company's old, proprietary business system which failed to provide essential real-time information, integration and automation.

Handling company-wide business functions with three separate, non-integrated software systems was laborious and error-prone. Without up-to-the-minute data, managing inventory levels, production planning and lot tracking of raw materials and finished goods caused comprehensive challenges associated with increasing order backlogs, scheduling fiascos and system bottlenecks. There was no effective means by which to manage build-to-order sales, which resulted in significant order delays and inventory outages. As a result, employees spent valuable time and human resources each day rekeying pertinent information and managing inefficient business operations.

With export business exceeding 35%, Jonell specifically looked for a robust business and financial management solution that would provide immediate information and automation, handle ISO quality requirements, plus keep stride with increasing build-to-order sales.

The Solution

To resolve the situation, Jonell turned to Tamlin Software Developers, Inc., an Elite AccountMate Business Partner with a well-deserved reputation for solving multi-faceted business challenges. Tamlin worked closely with the Jonell team to put together a plan to effectively solve their business challenges. "Jonell was extremely effective in implementing a new company-wide software system in record time," reflects Linda Bryan, President and CEO, Tamlin Software Developers, Inc. "It was very impressive."

After a thorough in-house analysis, Tamlin recommended the company implement AccountMate's SQL financial system due to the program's scalability and open architecture to meet Jonell's developing business requirements. The next step in the company's technology overhaul addressed essential shop floor processing so that manufacturing, inventory management and quality control initiatives could be fully realized. Manufacturing Conductor™, Tamlin's comprehensive shop floor control solution provides real- time management of production activities.

To improve manufacturing efficiencies, raw materials are bar- coded when they are received and then scanned as they are released to the shop floor. As components and subassemblies move through the manufacturing process, each movement is tracked with pertinent data capture so Jonell employees can plan, schedule and execute manufacturing processes with minimum production down-time. As a result, the necessary internal paperwork required to place, track and follow-up on work orders as well as document non-conformances is automatically generated. This

process change allows Jonell to effectively manage the shop floor with minimum effort, reducing system bottlenecks, order backlogs and ultimately increasing customer satisfaction.

Integrating and interfacing seamlessly with AccountMate financial management software, Manufacturing Conductor captures inventory data, including costs and quantities for raw materials, work in process and finished goods. Comprehensive reports such as Cost of Good Sold, Material Resource Planning and Income Statements can be generated each day, month, quarter or per annum which allows Jonell employees to easily spot trends, problems or other pertinent business issues. "We use it to back flush the inventory every day", recalls Daryl Chisholm, Information Systems Manager. "Now it's in real-time and we've noticed that work flows through the plant much smoother." With up-to-the-minute inventory detail at their fingertips, Jonell's production crew can plan, pick, pack and ship orders quickly.

To support ISO quality control initiatives, Jonell can monitor processes, maintain adequate business records and trace the root cause of any problem or non-conformance in record time. With Manufacturing Conductor, problems or other quality non-conformances are swiftly isolated, documented and resolved.

The Result

After working with Tamlin to solve their business challenges, Jonell is 100% satisfied. The company has real-time information, integration and automation as well as a reliable method to manage quality standards compatible with company goals and strategies.

Not only does AccountMate software provide a robust business solution which scales to their considerable sales, production and distribution volumes, but company employees quickly learned to manage the system with ease and effectively use it on a daily basis. The installation was completed within three months and Jonell was able to resume normal business operations in record time.

"We do a lot of international sales and many international quotes require ISO certification from pre-approved vendors," explains Alan Clarke, Jonell Vice-President and General Manager. "With AccountMate and integrated Manufacturing Conductor, we successfully prepared and received our ISO 9001:2008 certification within one year of implementing the software. This certification will enhance our ability to continue growing our business globally."

About Third Party Applications

Tamlin Software: Manufacturing Conductor™ provides comprehensive shop floor control and real-time management of production activities. Tamlin can be reached at **www.tamlinsoftware.com.**

About Tamlin Software Developers, Inc.

Tamlin Software Developers, Inc. is a systems integrator providing ERP and Shop Floor Control solutions to small to mid-range manufacturers and distributors.

Tamlin takes a consultative approach to projects—helping their customers identify and achieve their business goals through effective use of information and technology. Tamlin stands apart from the competition and wins business because they Journey toward Best Possible and continue to find a "better way" to provide solutions to their customers' business problems. For more information, contact **www.tamlinsoftware.com**.

About AccountMate

Founded in 1984, AccountMate develops and markets fully customizable business management software designed to meet the growing needs of small to medium-sized businesses. Systems range from single user versions to those that support over hundreds of users simultaneously. AccountMate software is available for local installations or cloud deployment. It is distributed exclusively through a worldwide channel of authorized solution providers. AccountMate can be reached at (800) 877-8896 or **www.accountmate.com**.