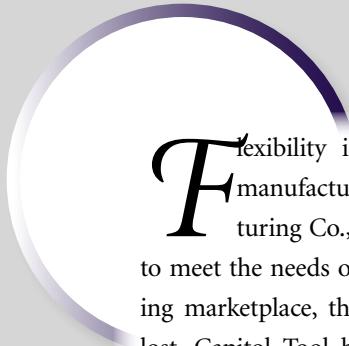




NEXTSTEP – The Right Tool for Capital Tool

A MAS 90® Manufacturing And JOB-OPS® Solution

“At first I thought MAS 90 was too expensive for our company,” says Marsh, “but when I compared it with the cost of separate packages, I realized how cost effective it is. And with MAS 90, everything is tied together.”



Flexibility is essential for a make-to-order manufacturer like Capitol Tool & Manufacturing Co., Inc. Without the ability to adapt to meet the needs of diverse customers and a changing marketplace, the company’s competitive edge is lost. Capitol Tool has been custom tooling specialized metal and plastic parts since 1954. For years, a vast majority of their business came from two major electronics firms. As the electronic industry slumped in recent years, Capitol Tool was able to compensate for the dip by broadening their offering to the telecommunications and health-care industries. Now, with computer panel and fiber optic components; assorted items for the medical, electronics and aerodynamics industries; and even a specialized engine part for Corvette enthusiasts, Capitol Tools captures new business through their adaptability.

The Challenge

Capitol’s Office Manager, Sandy Marsh, was frustrated with the simplified DOS-based accounting system and proprietary order-entry software that the company relied on for years. The software lacked the capability of perpetual inventory tracking, and was time consuming since invoices had to be re-keyed into the receivables module after an order shipped. Marsh investigated several state-of-the-art accounting packages, with a particular eye towards the software’s ease of use.

Right Tool For The Job

Marsh looked at MAS 90 on the recommendation of Capitol’s accounting firm—themselves a satisfied MAS 90 customer. She was impressed by the straightforward operation and consistent look-and-feel between among the modules. MAS 90’s core accounting, payroll, distribution, and bill of materials modules were selected and implemented—and the rewards were immediate. Now sales orders could be invoiced without re-keying and flowed dynamically to the receivables module. Accurate inventory counts were available instantly, for the first time.



MAS 90 and JOB-OPS help control the manufacturing of specialized Corvette engine parts

Payroll processing became easily manageable. As an added benefit, she would have the option of having their accounting firm perform the company’s payroll should she need to be away from the office. “At first I thought MAS 90 was too expensive for our company,” says Marsh, “but when I

compared it with the cost of separate packages, I realized how cost effective it is. And with MAS 90, everything is tied together.”

Manufacturing Toolkit

While MAS 90 increased efficiency for accounting and invoicing functions, the heart of Capitol’s operation, make-to-order manufacturing, was still handled outside of the software. Capitol began shopping for a solution to handle this vital business operation.

Client Profile

NextStep suggested JOB-OPS, a graphically-based job operations and production system which seamlessly integrates into MAS 90. JOB-OPS is specifically designed for organizations such as Capitol that need to track labor, materials, purchases and other costs, while monitoring the status of each job throughout the production process. After participating in an in-depth demonstration of the product, Marsh knew JOB-OPS was the perfect tool for the job.

Now when entering a sales order, Capitol can automatically create a JOB-OPS Work Ticket for each assembly item added to the order. A new Work Ticket can be based on an established template, copied from an existing Work Ticket, or begun from scratch. Estimated costs can be entered, purchase orders may be automatically created, and up to 999 steps can be added. Steps may be used to create separate, trackable cost and production layers such as raw material costs, machine time, departments, or outside vendors.

JOB-OPS enables Capitol to track labor and material costs associated with each job and then compare final costs to the job's revenue. "This allows us to check our processes for any area of inefficiency," says Marsh. Each item produced may be unique and can consist of hundreds of components. The production cycle is further complicated with multiple revisions of each item. MAS 90's Bill of Materials module handles the complex matrix with ease. "We often have a more accurate record of product revisions than our customers," notes Marsh. Anticipating customers' needs adds to Capitol's success. "We typically produce extra quantities of items, and keep them in stock so they're ready immediately when the customer needs them." A quick look at inventory and staff can rapidly ascertain what items are in stock, giving customers answers right away.



JOB-OPS helps Capital Tool achieve maximum efficiencies in their flexible manufacturing system

A typical assembly may be comprised of 300–400 components, often with the same component being used more than once in different sub-assemblies. Using the Where-Used Inquiry function, the item Find and Replace Utility, and the various Where-Used reporting options, Capitol can immediately determine where and how a single component is used. This feature is especially helpful in determining the finished parts that will be affected by an item change. Part numbers are often similar, which could make finding the correct number to use during order entry a challenge. Capitol's staff uses MAS 90's ability to search for an item number by the item's description, simplifying the task.

NextStep worked with Capitol and with the company's accounting firm during the JOB-OPS implementation cycle, to ensure the configuration would meet all functional and financial requirements. They provided one-on-one training for Capitol Tools' staff which allowed them to maximize the module's functionality. Using Crystal Reports, NextStep created several specialized reports to address Capitol's reporting requirements from their manufacturing operation. "NextStep has been

excellent", Marsh relays, "I can't say enough about them. When we have a problem or questions, we just pick up the phone. NextStep's response time is excellent and they walk us through resolving the issue. I'm so very pleased with what we've accomplished together."

Tooled for Success

For Capitol Tool And Manufacturing Company, accounting, payroll, inventory control and manufacturing functions are inexorably related. MAS 90's ability to integrate this functionality provides Capitol with the tools they need to effectively and efficiently manage their business. MAS 90, JOB-OPS, and NextStep—the keys to success.

Headquartered in Lancaster, Pennsylvania, our firm has specialized in MAS 90 and MAS 200 by Best Software since 1989.

Our extensive experience, exceptional service, and broad expertise assure you of our ability to solve even the toughest business problems.

If you would like to fine-tune your firm's approach to manufacturing, we would like to talk with you and see if MAS 90 is the right solution for you.



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