



MAS 90

CUSTOMER Laminar Flow, Inc

www.laminarflowinc.com

CORPORATE PROFILE

Headquarters

Ivyland, PA

Type of Business

Worldwide supplier of standard and custom products for the pharmaceutical, biotech, and the electronics industries.

SYSTEM PROFILE

Computer System

- Microsoft Windows

MAS 90 Modules

- General Ledger
- Accounts Payable
- Accounts Receivable
- Sales Order
- Inventory
- Bill of Materials
- Work Order
- Purchase Order
- Paperless Office

MAS 90 Keeps Success Flowing for Laminar Flow, Inc.

Manufacturers in the pharmaceutical, electronics, and biotech industries call on Laminar Flow, Inc. to provide them with the portable clean room, isolation glove boxes, and other equipment used to ensure the manufacturing process remains contained and sterile. It's not only high-tech firms that demand this technology — the Crayola factory uses Laminar Flow's equipment to ensure airborne contaminants do not come in contact with its Magic Markers as they roll off the production line. Since 1969, Laminar Flow has been designing, engineering, and constructing custom clean-room products and holds several world patents on its technology. Combining innovative design with precision construction practices, and delivering products backed by conscientious customer support, allows Laminar Flow to dominate its market.



Left In The Lurch

Like many companies, the new millennium prompted a change in computer systems for Laminar Flow. The company's accounting firm recommended MAS 90 as an accounting and financials solution. Laminar Flow agreed, but wasn't able to get the expert assistance they needed to

implement the software properly. With no assistance and little direction, general ledger accounts were posting incorrectly and the company was unable to produce a year-end statement. A call to Keystone Software Solutions of West Reading, PA started the wheels turning again.

Design For Success

"Keystone stepped in without skipping a beat," explains Doreen Novi, Laminar Flow's office manager. "They came in, looked at the system, and immediately offered some recommendations to get us back on track."

Novi soon discovered the training they had received was inadequate and in some areas was wrong. Keystone worked with Laminar Flow's staff and with its new

CHALLENGE

No visibility of the costs involved in manufacturing process; no opportunity to identify areas of cost overrun and respond.

SOLUTION

Skilled implementation of the MAS 90 Manufacturing Suite, Distribution Suite, Paperless Office, and core financials.

RESULTS

Real time cost and revenue visibility into the manufacturing cycle. Streamlined distribution and document storage capabilities save time and money.

"Keystone's consultants are extremely knowledgeable about the manufacturing process, I would highly recommend them to other manufacturers."

Doreen Novi
Office Manager
Laminar Flow, Inc.

accounting firm to re-implement MAS 90 to precisely suit the company's needs. Year-end processing was completed successfully and the stage set for a successful new year.

"Keystone did a lot of Monday morning quarterbacking, in the most positive sense," Novi explains. "They identified what was wrong, and began the retraining, and re-configuration necessary to fix it."

Manufacturing Success

Once the core accounting was in place, Keystone recommended tracking Laminar Flow's manufacturing process with MAS 90. The Sales Order, Purchase Order, Bill of Materials, and Work Order modules were added, and Keystone provided thorough training to the staff and management. "Keystone's consultants are extremely knowledgeable about the manufacturing process," says Novi, "I would highly recommend them to other manufacturers."

Laminar Flow is able to capture every dollar of cost associated with the manufacturing process, including parts, labor, machine time, and subcontracted materials.

The result of this automation is an accurate statement of the cost and revenue generated by each project. MAS 90 provides Laminar Flow with insights into its manufacturing cycle it simply never had before. Management can easily identify where a project might be stalled, what step involved extra materials, and where unexpected time is spent. "We've been able to identify unproduc-

tive personnel, and make staffing changes as a result," reports Novi.

All sales proposals are now created in the Sales Order module. Keystone activated custom fields on the quote and order forms to allow staff to gather the details required for each custom project, such as the gauge of steel and product dimensions. The actual product design is performed in CAD software, using the data collected on the MAS 90 quote.

Extended Solution

Laminar Flow recently purchased an Extended Solution for MAS 90 called **Paperless Office**. This tool provides an effective, secure document storage system for the multitude of update journals created by this busy manufacturer. With Paperless Office, instead of printing these journals and registers to the office printer, a PDF file is created containing the entire contents of the journal. Whenever necessary, management can view that PDF file, and print all or selected portions of it. "Paperless Office saves us a ream of paper each week," says Novi, "Not to mention the time and space savings of not having to file each journal."

Novi cannot say enough about Keystone Software Solutions' contributions to her company's success, "Comparing where we were before Keystone helped us, to where we are now is like night and day. They said they could do it, and they did it."



KEYSTONE SOFTWARE SOLUTIONS

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- PROJECT MANAGEMENT • IMPLEMENTATION • TRAINING • CUSTOM PROGRAMMING
- SUPPORT • ACCOUNTING, DISTRIBUTION & MANUFACTURING SYSTEMS
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