



Complete Management Implementation in Two Weeks? Not Impossible with SAP Business One™ and be.as Manufacturing

Installing software of any kind, whether it is a simple application or a multi-layered database management system, can sometimes seem like water torture. Even something as simple as an upgrade can become a slow, painful process, feeling like a slow death by a thousand drops of design flaws, bugs, glitches and technical support calls. And at every turn, there can be additional unforeseen problems, such as program incompatibility, software re-engineering, vendor communication issues, extensive time delays and cost overruns. But every once in a while, it can miraculously fall into place.

That's exactly what happened for one suburban Atlanta, Georgia, company. But there were no miracles involved in its installation of a complete software package that took only a few weeks, from start-to-finish; just the right planning with the right software and the right vendors.

MN Aerospace was founded in November, 2010 as a jet engine bracket manufacturer and aerospace sheet metal fabricator.

The company, located in Suwanee, Georgia, includes jet engine manufacturer Pratt & Whitney as one of its customers, and works with a variety of metals, including titanium, stainless steel and aluminum to fabricate engine and aircraft components.

"We are a very young, high tech company focused on cutting edge technology for the aerospace industry," MN Aerospace CEO Mike Nance said. "As a fabricator, we buy our raw materials, create the component patterns, and do all the engineering and fabrication work, including laser cutting, forming and welding."

"And although our parent company has been around for 17 years, MN Aerospace is a stepping stone into the aerospace industry for us," Nance added. "So we wanted the very best in software applications to match our own quality standards."

Among the various software packages MN Aerospace looked at, Nance said, was SAP, and in particular its Business One application. SAP Business One provides a single, affordable and completely integrated business management solution to manage every aspect of a firm's

business, from operations to sales, and from customer relations to financial planning and oversight, which eliminates duplication of entries and subsequent errors. "I was looking at the SAP Web site, and ultimately contacted Equal-Plus, to discuss SAP and Business One as our solution," Nance said.

Founded in 2000, Equal-Plus is an Alpharetta, Georgia-based international management and information systems consulting firm that provides a broad base of professional services ranging from strategic planning to ERP software.

“SAP Business One and be.as help us to be a much leaner company, reducing our costs and giving us a level of analysis to improve the process better” .



**Mike Nance, CEO
MN Aerospace**

"We contacted our resources to search for the right software company with the right specialization for this project," Henri Eberhardt, partner at Equal-Plus, said. "After meeting with Blue Ocean, it quickly became obvious that they were able to deliver a quality service solution appropriate for the metal industry."



Left: Mike Nance, CEO MN Aerospace showing us SAP Business One running on his iPad!

A Blue Ocean Systems, Equal-Plus Success Story...MN Aerospace



The initial discussions with Equal-Plus convinced Nance that SAP Business One was the way to go, especially after he learned about be.as Manufacturing as an add-on package.

"In only two weeks, we were up and running," Nance said. "It was a real quick turnaround from start to finish, and we didn't need months of training. In fact, with only a week's worth of training we were ready to roll."

Now, MN Aerospace is using SAP Business One and be.as Manufacturing "for everything," Nance added, including job tracking, accounting, quality control and recording.

"We can track our manufacturing and fabrication process by batch number of the product," Nance explained, "which is extremely useful since we manufacture our entire product in batches, from the receipt of raw materials to the final product."

Eberhardt noted that the initial discussions between Equal-Plus and MN Aerospace lasted about five months. "We decided to move forward in May 2010 and started work in October 2010," he said, with the implementation and installation taking two to three weeks. Eberhardt continued, "Since they were a brand new company, we were starting with a blank slate, which in many ways is easier than attempting a retrofit or redevelopment of an existing structure. The communications with be.as and the response time for be.as made the process simple. Communication between us, MN Aerospace, and Blue Ocean Systems was the key to success."

Eberhardt explained that Equal-Plus initially contacted Blue Ocean Systems for the be.as manufacturing solution and ultimately decided to subcontract Blue Ocean Systems. Eberhardt continued, "both MN Aerospace and Blue Ocean Systems were very easy to work with, as is SAP Business One and be.as."

Among the areas where be.as excels, he said, is item routing, where be.as provides flexibility in capturing costs, including batch sized costing and using multi operations per process. In addition, the batch track/trace forward ability of be.as provides flexibility in tracking forward and tracing backward through the production chain, a feature which is now mandatory in many industries.

"The price was in the \$50,000-\$60,000 range," Nance noted, "including software and training, so it is a very affordable software package for any company, whether a start-up looking for a complete software package or a small or mid-sized firm looking

to convert from an older, less reliable system."

"And as we grow, we will most definitely expand our uses of SAP Business One and be.as Manufacturing for other areas of our operation."

"We already use remote desktop locations for our system, which may be unique, he said. "It's a clock in/clock out system, with about 18 to 20 iPads at our facility and about another five iPads in our sales offices."

Nance noted that the Web-based data "is timely to look at. Being able to do back tracking past cost analysis estimates versus actual costs is very helpful in determining our future costs,

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Henri Eberhardt, Partner, Equal-Plus

prices and profit projections."

"SAP Business One and be.as help us to be a much leaner company, reducing our costs and giving us a level of analysis to improve the process better," he said.

"Our shop is completely paperless, with work orders being the only paper generated," he explained.

"Everything is web based, and we can see our blueprints in digital space."

"We are very happy with SAP Business One, be.as, Equal-Plus and Blue Ocean Systems," he said. "The price was great and the advanced planning and investment of time made the project." ●

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