

SAP Customer Success Profile Industrial Machinery and Components – Induction Hardening for Metal Products



AMERICAN METAL TREATING

American Metal Treating Company (AMT) – based in Cleveland – is a commercial heat treating company specializing in induction hardening for metal products. AMT implemented the SAP® Business One application, helping streamline business processes, improve financial reporting, and reduce paperwork. SAP software has brought AMT's IT system into the twenty-first century.

AT A GLANCE

Company

- Name: American Metal Treating Company
- Location: Cleveland
- Industry: Industrial machinery and components
- Products and services: Induction hardening for metal products
- Revenue: US\$1.6 million
- Employees: 18
- Web site: www.americanmetaltreating.com
- Partner: Long Business Systems Inc.

Challenges and Opportunities

- Achieve productivity gains in information processing systems
- Supply ability to make modifications to the system

Objectives

- Modernize legacy UNIX-based system with a Microsoft Windows environment
- Streamline information processing procedures within company
- Improve financial reporting from business system
- Reduce manual paperwork

SAP® Solution and Services

SAP® Business One application

Implementation Highlights

- Implementation smooth and thorough
- Objectives communicated clearly
- Responsiveness to custom changes well received
- Go-live on time
- System operating functionally by the end of the first week and showing added value by the end of the month

Why SAP

- Highly intuitive, easy-to-use interface
- Customizable system that met company requirements

Benefits

- Provided cost and time savings for financial reporting
- Streamlined quote invoice procedures
- Established new purchasing procedures
- Enabled remote entry to business system for sales and quoting
- Facilitated performance of accurate profit and loss for orders

Existing Environment

UNIX-based Symix Syteline

“SAP has allowed AMT's business system to jump from the 1980s into the twenty-first century. It has streamlined our processes, improved our financial reporting, and reduced our paperwork. The learning curve for our employees has been quick, as SAP has proved to be an intuitive, easy-to-use system. It's been a home run.”

Bruce Devney, President,
American Metal Treating Company

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