

SUPPLIER REINVENTS ITSELF IN THE CLOUD WITH ACUMATICA

AME Corporation

www.AMECorporation.com

COMPANY

- Founded: 1977
- Location: New Jersey, USA and Shanghai, China
- Industry: Manufacturing, Distribution & Services
- Overview: Supplier of rubber and plastic components and sealing solutions in the USA and China, meeting worldwide ISO standards and serving buyers from Fortune 500's to sophisticated start-ups.

KEY RESULTS

- Able to scale growth due to Acumatica licensing model
- Integrated financials, supply chain and document management
- Support for multi-user licensing and multiple locations
- All-Cloud: contingency planning perspective



“The scalability of Acumatica far exceeds its competition in terms of the licensing costs. I am not limited by the number of users within Acumatica, and I am no longer penalized for growing my business.”

Ehren Dimitry • President and CEO, AME Corporation

BUSINESS CHALLENGE

AME Corporation is an ISO 9001:2008-certified supplier that specializes in custom rubber and plastic components and sealing solutions with facilities in both the United States and China. While the China facility allowed AME to provide competitive pricing scenarios to its clients, there was the challenge of managing the placement, processing, and shipment of orders between AME's New Jersey and Shanghai locations.

As a result, AME decided to move its entire operations to the Cloud, starting with its ERP system, to allow its facilities in New Jersey and Shanghai to share and access files, documents and inventory levels on one secure system that would protect the client's intellectual property.

SOFTWARE HISTORY AND EXISTING SOLUTION

AME's former ERP solution was a version of Made2Manage, a Consona Corporation product that was based on dated technology and could not natively handle distribution. This created a blind spot for AME as it had no visibility of its supply chain and what the value of a product was from an asset and liability perspective, especially when it was in transit. A SQL update to the existing system would have extended the capabilities of its

legacy ERP and enabled a tie-in to the Shanghai location, but came at a hefty price tag of \$25,000 in IT infrastructure upgrades.

It became clear to AME that the Cloud was the best choice.

WHY ACUMATICA?

AME reviewed several Cloud ERP solutions and narrowed down its search to two providers – Acumatica and SAP Business ByDesign.

Through a series of evaluations, AME selected Acumatica for three key reasons:

- It was easier to customize to meet AME's needs, especially with integration to Box.com, a secure Cloud file-sharing and collaboration service,
- It had a more competitive licensing model that helped AME manage future growth and cash flow more effectively,
- It gave AME the flexibility and control of owning its own Cloud ERP solution.

CUSTOMIZATION FROM THE GROUND UP

Because Acumatica has an open API at the system level, it was possible for AME to work with Acumatica partner Les Services SiPD to fully integrate Box.com, AME's preferred Cloud file repository and collaboration service. Integration was expected to be completed in the Fall of 2012.



While AME Corporation's initial intent was to include the Shanghai facility into its distribution system in a cost-competitive manner, it now ensures continuous uptime because everything is stored and managed in the Cloud.

In the meantime, AME began to use many of the Box.com functionalities within Acumatica Wikis to preview, access, and share work constructions, ISO 9001 documentations, Standard Operating Procedures, swim-lane flowcharts and even training materials in a secure, rights-managed manner.

PRICED TO NURTURE GROWTH

Unlike many of its competitors, Acumatica does not charge by the user. This translates into tangible benefits for AME as it is able to easily grow its business and add users to its Acumatica ERP system in anticipation of growth without eroding cash flow.

While other vendors might charge several thousand dollars per new user, and require additional investments to allow for external users to tie into the system, both features are included in Acumatica with no extra cost or additional integration needed.

This benefit of the Acumatica platform will allow AME to offer its clients a competitive service by allowing them to check in on their order details using their own user accounts that have been calibrated with the appropriate levels of access.

TOTAL DEPLOYMENT CONTROL

Another reason AME selected Acumatica was that it had total control over the deployment lifecycle, from being able to buy the solution outright, to dictating how it wanted Acumatica to be hosted, to the ease of rolling it out to users without the need for installations, and even the freedom to migrate to another provider without being penalized for switching its ERP platform.

VIRTUAL ENTERPRISE

Being an all-cloud operation anchored by an Acumatica Cloud-based ERP has given AME an additional benefit from a contingency planning perspective. While the initial intent was to tie in its

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Said Ehren Dimitry, President and CEO of AME Corporation: “If a catastrophic event were to occur, all we would have to do is take our laptops and tablets to Starbucks and we're back in business. Acumatica is a key part of our Cloud strategy that lets us do that.”