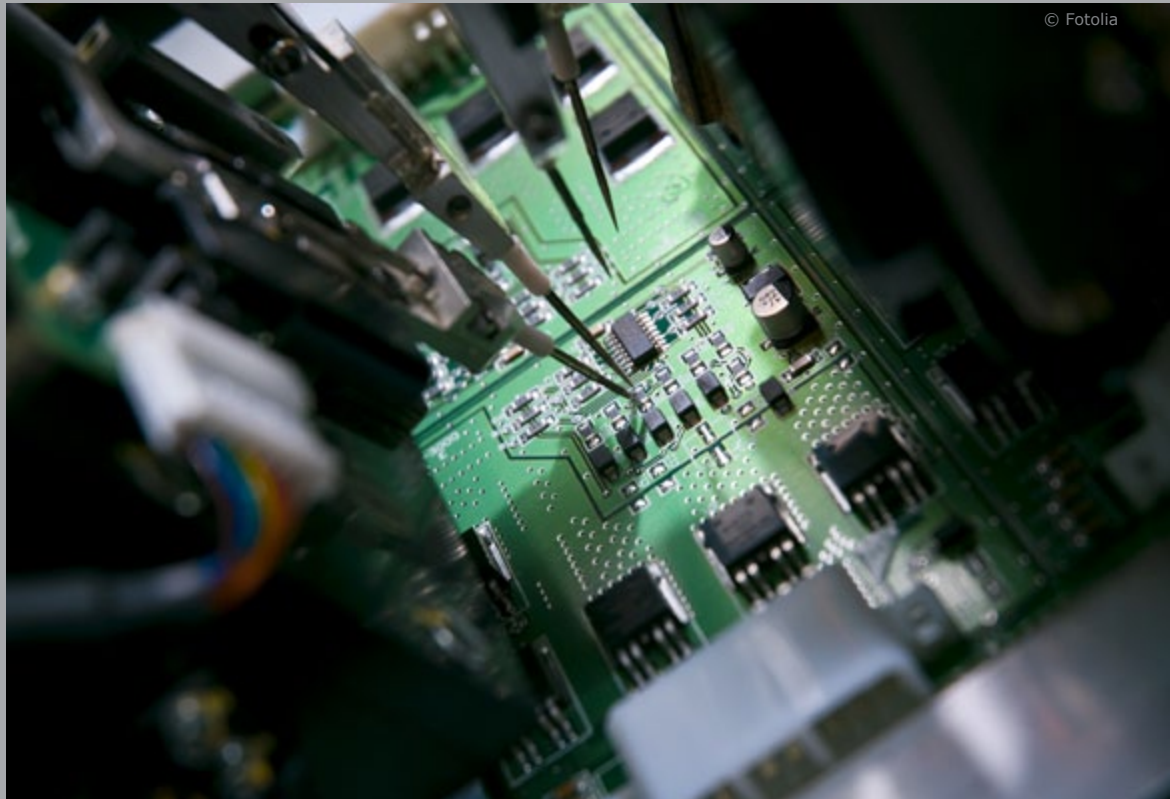


 **abas ERP customer Computrol goes live with 40 concurrent users in 12 weeks**  
Success Story Computrol Inc. / USA



*"abas ERP met all of our requirements for forecasting sales demand, inventory control, cycle counting, usage, and value. Using our own periods rather than calendars was no problem to integrate because of abas Business Software's great flexibility and versatility. Within a matter of a day we can add any process we need."*

Ray Pettengill, IT manager at Computrol Inc.



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## abas ERP customer Computrol goes live with 40 concurrent users in 12 weeks



**Computrol, Inc. focuses on providing electronic manufacturing services throughout the life cycle of high-mix products serving military, medical, aerospace, broadcast, and general industry customers. Maintaining this focus enables them to provide faster assembly operations than in large factories. Computrol provides faster turn around and higher quality on small to medium lot size assembly with manufacturing facilities in Boise and Post Falls, Idaho and Orem, Utah.**

### Meeting customer standards

Computrol combines quality processes with skilled people to ensure all manufactured products exceed customer's quality expectations.

Computrol's customers toured their site and evaluated production capacity, facility, and software. "We were asked by our customers to upgrade our software", says IT manager Ray Pettengill. "Our software was a pretty much outdated, command line, prompt, green screen system and our customers, being hi-tech savvy, looked for a vendor that can keep up with today's technology, not only in production but also in administration. That is where ABAS comes in with their state of the art abas ERP. We want to show our customers that we meet their requirements and high standards, being up to date on our software."



### **ABAS is just the right fit**

"We narrowed it down by price range and ERP Software for midsize companies," says Pettengill. At the end of the day: three vendors were still standing but according to Pettengill only one was state of the art enough to meet Computrol's and their customers' high demands.

"While others still have DOS in their code, the tier architecture of abas ERP is always up to date and thanks to ABAS, we are now up in line with the rest of the world," adds Pettengill.

### **Innovative methodology allows 12 weeks implementation**

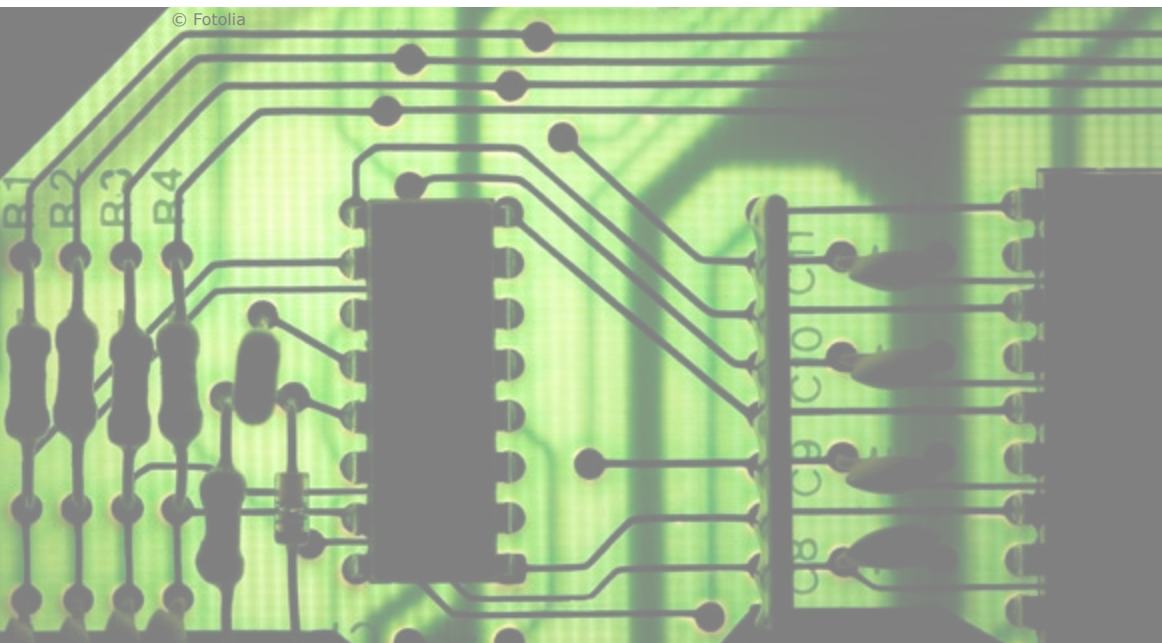
Vice Presidents and department heads were involved in the implementation. Due to an innovative implementation methodology using process oriented architecture (POA), implementation and training for 40 concurrent users was reduced to twelve weeks. abas-USA had a team on site and trained key roles at Computrol, who in turn trained others at the company.

"Our first implementation took twelve weeks and after acquiring another company, we were able to train the new staff for the second implementation ourselves and it took only eight weeks to go live," says Pettengill.

"We used POA to train the staff at Computrol. We focused on key business processes and trained them on single screens. We then did the roll out with the same documentation and the staff at Computrol was not only able to manage the system but also to train the staff of their newly acquired company themselves." Alan Salton – President, abas-USA

### **abas Business Software is part of the strategic plan**

"We acquire other companies domestically but also look all over the world for new opportunities. Acquisitions are part of our strategic plan and the ability to implement abas ERP so quickly is a huge strength for us," explains Pettengill. Computrol's success is largely attributable to its ability to manufacture high quality products in small to medium lot sizes. The focus on lower volume electronic contract manufacturing has fostered the development of highly differentiated services that are specifically tailored to meet the unique needs of low volume contract manufacturing customers. This allows the company to be more flexible and provide assembly services with shorter cycle times.





### **Capacity of the data – users love it**

“Users love the data capacity and the information flow. Every employee has the ability to pull up any information at any time,” says Pettengill. “We used to have multiple systems and multiple licenses before we used abas ERP and not everyone was able to access information. Now our system is windows based with a log in and users have great accessibility at anytime.”

“With abas ERP we also have electronic time and attendance, before we used an engineering documentation system, which was limited to its users,” explains Pettengill. “abas ERP lets us decide to whom its open.”

Computrol continually invests in new manufacturing technologies and techniques that seamlessly integrate the systems. This approach adds value to the manufacturing process through reduced costs, ensured quality, on-time delivery and shorter manufacturing cycle times.

### **Forecasted costs vs Actual costs: abas ERP and their consultants facilitate cost cutting**

“With the downturn in the economy, the system brings more efficiency and access business-wise to our company,” says Pettengill.

“We are better prepared for the future and have total control of our costs and a more transparency of forecasted costs versus actual costs.”

### **Sharing information with abas ERP**

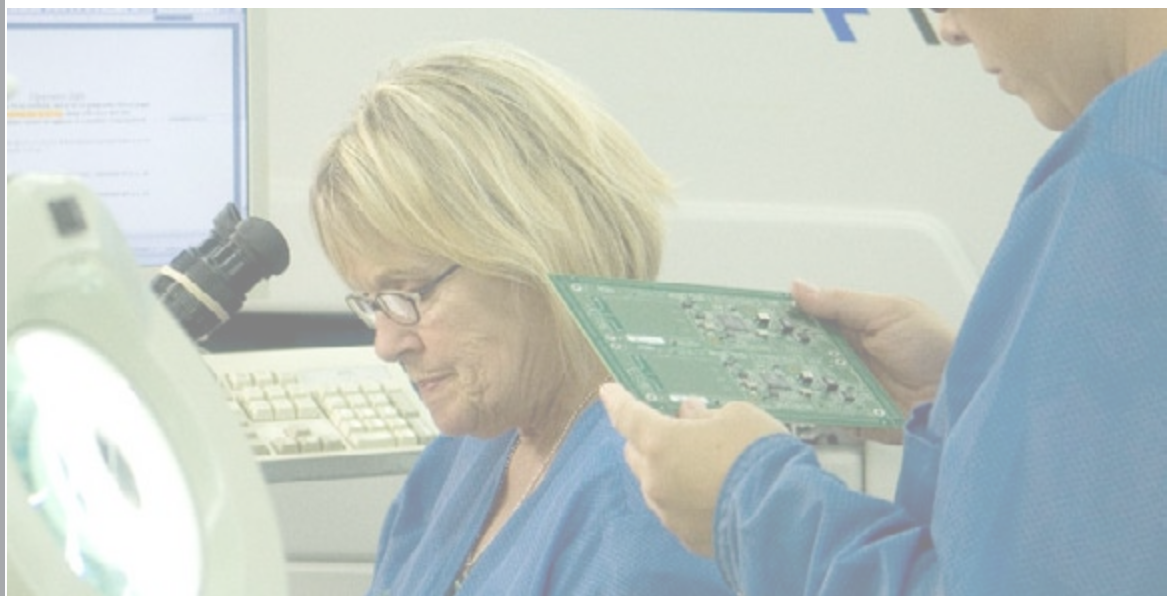
“We use abas ERP in many different departments,” explains Pettengill, “Data is just one click away. Purchasing for example, can pull up any information at any time. Our old system worked with data in commands on a green screen. Now it’s windows based and everyone can use it. Marketing can access the information with “drag and drop” from ERP to excel sheets and share it with customers worldwide. Material inspections in sales also improved.”

### **We asked, ABAS responded**

“abas ERP met all of our requirements for forecasting sales demand, inventory control, cycle counting, usage, and value. Using our own periods rather than calendars was no problem to integrate because of abas Business Software’s great flexibility and versatility. Within a matter of a day we can add any process we need,” says Pettengill.

Ray Pettengill, IT manager at Computrol Inc. adds, “Meeting the president and the founder of the software at the user conference gave us a lot of confidence for a long, lasting partnership.”

**Project support:  
abas-USA Inc.**



## Performance spectrum of abas Business Software



Purchasing	Scheduling	Financial accounting	eBusiness
Sales	Costing	Fixed asset accounting	Portal technology
CRM	Materials management	Group accounting	EDI
Production	Material valuation	Controlling	DMS integration
Service processing	Cost accounting	BI integration	Mobile solutions

## Product profile



### ERP software for production

abas ERP is a complete solution for custom manufacturers, including CRM, purchasing and sales, scheduling, production, materials management, production planning and control (PPC) and accounting. A fast ERP implementation, high customer satisfaction, internationality, an excellent price/performance ratio, investment security and user-friendliness are only some of the strengths of abas ERP software.



### ERP software for distribution

abas Distribution is the ERP software for small and medium-sized distribution and service companies. The material requirements planning system (MRP) supports all business areas, such as forecasting, CRM, purchasing, sales, warehouse/logistics, financial accounting, cost accounting and fixed asset accounting.



### Software for eBusiness

abas eB functionality includes Webshops, sales order tracking, service processing, and customer and vendor portals. The eBusiness suite is managed through abas ERP, so website information is automatically updated when changes are made within abas ERP. abas eB includes tools that make customization and expansion easy.



Founded in 1980, Computrol has a long history of providing electronic contract manufacturing services and support to blue-chip customers ranging from military and medical electronics, to telecommunications and computer peripherals. The company continues to build on its core services and capabilities by investing in versatile, high-speed manufacturing equipment and technology, as well as continuing training programs. The company serves customers from three facilities, totaling 120,000 square feet. Computrol is a world-class provider of mid- to low-volume, high-mix electronic manufacturing services to original equipment manufacturers. Utilizing state-of-the-art manufacturing equipment and processes, and highly skilled people, Computrol focuses on prototyping and low- to medium-volume, high-mix production of PCB, box build, cable harness, and backplane assemblies. Computrol is committed to providing excellent electronic manufacturing services, from printed circuit board assembly (PCA), cable assembly, harness assembly, and back plane assembly, to complete box-build products.

[www.computrol.com](http://www.computrol.com)



Founded in 1980, ABAS is a leading provider of flexible next generation ERP and eBusiness solutions. ABAS serves mid-market manufacturers and distributors focusing on discrete, Engineer-to-order, Make-to-Order, Assemble-to-Order, and Job Shop Manufacturing environments. With unparalleled flexibility, ABAS provides the ideal solution to energize your business processes and be a part of your company's strategic activities. A worldwide network, state of the art technology, ease of use and industry expertise allow ABAS to provide the business logic layer for your success. ABAS is also uniquely qualified to successfully implement international ERP projects. No other company has the combination of a unified partner network, strategic orientation, globally enabled software, and a rapid implementation methodology that defines the roadmap to success. ABAS provides quick ROI because it is easy to learn, use, customize and upgrade. More than 2,500 customers have chosen ABAS as their long term ERP provider and work successfully with the internationally applicable abas Business Software. ABAS provides a wide range of services including implementation, customization, hardware, network support, on-site support and ensures short reaction times and high service quality.

**ABAS Software AG**  
Südenstraße 42  
76135 Karlsruhe  
GERMANY  
Tel. +49 (0) 7 21 / 9 67 23-0  
Fax +49 (0) 7 21 / 9 67 23-100  
[info@abas-software.com](mailto:info@abas-software.com)

Find us on:



[www.abas-software.com](http://www.abas-software.com)