



Profile: Andrea Systems LLC

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—G. Bruce Cocks, general manager of Andrea Systems LLC

Andrea Systems LLC, located in Farmingdale, Long Island, New York is a leading manufacturer of audio amplifiers and intercom systems for military and commercial aircraft. Originally part of Andrea Radio Corporation, then part of Andrea Electronics Corporation, Andrea Systems has been providing high quality, state-of-the-art communications technologies for over seventy years. Its clients include some of the most well-known names in the defense and aerospace industries, including Northrop Grumman Corp., Lockheed Martin, Sikorsky Aircraft, Raytheon and Boeing.

“We Saw Immediately that Exact Macola ERP® Could Do Everything We Needed and More - Very Easily”

In 2003, Andrea Systems LLC was created from the Aircraft Communications Products Division of Andrea Electronics Corporation. The newly formed company was immediately tasked with putting the necessary technology infrastructure in place by the time it moved into its own facilities in order to avoid any interruptions in production. Although sister company Andrea Electronics Corporation was already using J.D. Edwards, as a smaller private company, Andrea Systems found the software too expensive for its needs. Based on past experience, the company also wanted to partner with a vendor that would be more responsive to ongoing support requests.

Although it evaluated several ERP packages on the market, Andrea Systems found the vendor and solution it was looking for in Exact Software and its Exact Macola ERP platform. Based on a thorough product demonstration given by Exact’s regional office in New Jersey, the company was impressed with the rich ERP, MRP and accounting functionality Exact Macola offered at a reasonable price point. “We immediately saw that Macola could do everything we needed and more - very easily,” said G. Bruce Cocks, general manager of Andrea Systems LLC.

Business Issue

A manufacturer of audio amplifiers and intercom systems for military and commercial aircraft was formed by spinning off a division of a larger company. The new company needed to implement an ERP system to manage its back office processes by the time it moved to its new facilities.

Impact

As a result of the support from Exact, the company completed the implementation ahead of schedule and under budget and has since significantly streamlined its operations .

Solution

Exact Macola ERP® provides the company with a functionally rich, yet cost effective ERP system that encompasses MRP, accounting and inventory management, in addition to strong reporting capabilities.

Results

- Microsoft SQL environment facilitates data access and ease-of-use
- Orders are started on the shop floor within 24 hours, as opposed to up to ten days previously.
- Because its processes are managed electronically, Andrea no longer keeps clerical workers on staff to do re-keying.
- Macola’s Crystal Reporting functionality transforms data into valuable reports that improve decision-making and day-to-day operations



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Andrea Systems went live with Exact Macola in April 2004. The entire implementation – including the process of transferring data from J.D. Edwards and Microsoft Access into Macola – was completed in less than two months, due in large part to twice weekly meetings with Exact implementation specialists. “The project was completed ahead of schedule and under budget,” said Cocks. “This was especially critical given our situation and we were able to transfer to our new facility without a hitch.”

Macola and the Microsoft Office suite – particularly Microsoft Excel – is equally as painless.

Another important feature of Exact Macola is Crystal Reporting, which enables Andrea to easily generate a variety of reports that provide employees with the insight necessary to make better, more informed decisions on a day-to-day basis. “Other ERP systems are great at data entry, but analyzing and reporting on that data is difficult,” said Cocks.

“This is not the case with Macola.”

“All of the data in the system is incredibly easy to get at.” —G. Bruce Cocks, general manager of Andrea Systems LLC

From the onset of the relationship, Andrea Systems has appreciated the personal and attentive support it receives from the Exact regional office nearby. “The team in the New Jersey has been right there with us,”

said Cocks. “They always give us their best effort to quickly resolve any issues before they impact our operations.”

The 26-person company is making extensive use of the Exact Macola suite, including its shop floor, MRP and bill of materials capabilities. As a result, Andrea has been able to streamline processes throughout its shop floor and back office. For instance, prior to implementing Macola, vendor performance was a “paperwork nightmare,” says Cocks. Today, a variety of processes, including receiving inspection, NCO’s and sales order entry processing, are fully automated within Exact Macola, which has eliminated unnecessary paperwork and production bottlenecks. Orders are being started on the shop floor within 24 hours, as opposed to up to ten days previously. In addition, because it is able to more efficiently manage key back office processes electronically, Andrea no longer keeps clerical workers on staff to do re-keying.

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The fact that Exact Macola operates in a Microsoft SQL environment is “fantastic,” according to Cocks. “All of the data in the system is incredibly easy to get at.” With Macola’s intuitive, easy-to-use interface, Andrea employees can quickly view tables and pull data as needed, helping them to perform their jobs more effectively. The exchange of data between