



## SKYDEX Chose MISys to Gain Control of Rapidly-Growing Manufacturing Inventory

Rental option made software affordable.

MISys gave me the ability to gain control of our inventory as the company was growing rapidly. Even the auditors are happy.

Pam Jamieson	<b>Name</b>
Controller	<b>Title</b>
SKYDEX Technologies	<b>Company Name</b>

### SUCCESS STORY

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MISys, Inc.

### AT A GLANCE:

**Customer:**  
SKYDEX ® Technologies

**Location:**  
Centennial, CO

**Industry:**  
Defense Sub-Contractor

**Business Challenge:**  
Gaining control of inventory in a rapidly growing company using multiple sub-contractors.

**Solution:**  
MISys SBM manufacturing software combined with Quickbooks Enterprises.

**Results:**  
Accurate accounting for all inventory levels and ability to manage it easily.

### Customer Profile

SKYDEX® Technologies, Inc. develops technological products to mitigate blasts, provide cushioning, absorb impacts and attenuate vibrations for a variety of applications including military vehicles and body armor.

### Business Challenge

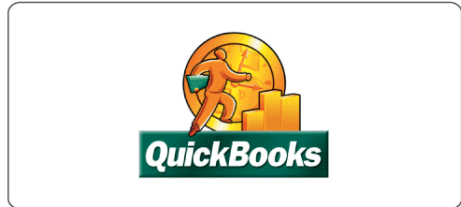
SKYDEX was growing rapidly with large increases in inventory in multiple locations. QB could not manage the multiple locations nor properly allocate costs to items. Company was using spreadsheets to track costs, but substantial variances occurred because of difficulty in tracking all inventory, manufacturing processes, etc. Needed to gain control of inventory.

### Solution Overview

Skydex evaluated other solutions, chose MISys to augment Quickbooks as a total solution. Skydex used sample database from MISys to test proof of concept, rented software modules from MISys for 2 years before purchasing when cash flow was stable enough to buy. Implementation was easy, additional personnel trained on-the-job.

### Business Benefits

Inventory levels are accurately accounted for at multiple locations.





**SUCCESS STORY**

**MYSis, Inc.**

Skydex uses a number of subcontractors to manufacture its products. Skydex retains ownership of the raw materials and the WIP located at the subcontractors' locations. In some cases, the WIP is transferred to one or more subcontractors for additional process.

Quickbooks Enterprise was not able to track the inventory located at multiple locations nor allocate the manufacturing costs to those items, forcing Skydex to manually track the inventory using spreadsheets. The company was growing quickly and could not gain control of its inventory costs or locations. The year end audits revealed substantial variances in inventory quantities and values.

Skydex considered three possible solutions for tracking Inventory. Skydex was able to use the sample database from MISys to see how it integrated with Quickbooks and was satisfied that MISys would address their needs. Ease of implementation was important because Skydex had only one person in purchasing and inventory management who would also have to manage the implementation.

Skydex chose MISys because the system met their requirements, coaching and assistance for the implementation was readily available through their Sure Start Coach program, and MISys made it affordable through the monthly rental program.

Skydex installed MISys SBM in October of 2008. The MISys Sure Start Coach helped with the implementation. Skydex was soon working without spreadsheets and managing the inventory in multiple warehouses using the MISys system and Quickbooks Enterprise. Using Work Orders, Skydex was able to accurately allocate costs on items worked on by different subcontractors.

They can now update and track inventory by different revision levels, and readily identify excess and obsolete inventory. The 2009 FYE audit found no variances in inventory levels or values. Purchasing and Inventory now has three persons and the additional two learned how to use MISys without any formal training because of the ease of use of the system.

SKYDEX was investing in growth - inventory and receivables - and didn't have the cash to purchase a manufacturing system. The monthly rental option offered by MISys really made a difference - we got what we needed, when we needed it, at a price we could afford.

Pam Jamieson  
Controller  
SKYDEX Technologies, Inc.

**Name**  
**Title**  
**Company**

**FOR MORE INFORMATION VISIT:**

**MISys, Inc.**  
[www.misysinc.com](http://www.misysinc.com)

**Quick Books**  
[www.quickbooks.com](http://www.quickbooks.com)

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