

## SAP Customer Success Story



**Microcast** wanted to install a platform that would enable it to handle more business without having to hire extra people. The company implemented **mySAP™ Business Suite** in only 90 days to manage the increasing complexity of its business as it began to offer customers complete design-through-manufacturing services across multiple countries and production sites. Today, **mySAP Business Suite** handles **Microcast's** requirement for intercompany stock transfer orders and multiple company codes in this multisite, multi-company scenario.



## **MICROCAST**

### **MICROCAST ROLLS OUT mySAP™ BUSINESS SUITE IN 90 DAYS TO HANDLE COMPLEXITY OF A SMALL BUSINESS WITH MULTIPLE PRODUCTION SITES AND LEGAL ENTITIES**

Microcast Technologies Corporation supplies design, prototyping, and contract manufacturing services to the telecommunications industry. The \$30 million company, headquartered in Linden, N.J., was originally a metal-finishing house. Microcast implemented mySAP™ Business Suite to help handle the increasing complexity of its business as it moved to offer more comprehensive product services across multiple countries and production sites.

“We initially had only a single facility. Then we added additional manufacturing and inventory locations,” says Steve Fuschetti, principal and co-owner. “We begin manufacturing in one plant, transfer subassemblies to another to build up to finished goods, then ship. It gets very complex in manufacturing when you have one facility feeding another with materials. mySAP Business Suite is really good at intercompany stock-transfer orders.”

mySAP Business Suite also handles Microcast’s need for multiple company codes on the financial side. Microcast not only builds across multiple facilities – it also has separate, incorporated businesses that require different company codes and financial year-ends.



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“mySAP Business Suite enables us to have one company taking all the sales orders and doing all billing, yet different plants shipping product to customers,” Fuschetti says. “It handles this automatically so we’re not printing intercompany purchase orders, mailing invoices between companies, and rekeying information.”

Microcast got all these capabilities up and running quickly, in only 90 days, with the assistance of Answerthink, an SAP channel and services partner; the SAP preconfigured client; and SAP accelerated solutions implementation methodologies.

“We had a very limited timeframe for this implementation. I didn’t want to sit around talking in a conference room for weeks and spending thousands of dollars on whiteboards,” Fuschetti says. “The mySAP Business Suite preconfigured client provided us with all the crucial business processes we needed – from a general ledger to the master data structures – to enable a rapid rollout.”

#### **mySAP BUSINESS SUITE: UNDERSTANDING THE MANUFACTURING PROCESS**

Purchase orders drive the production process at Microcast.

Information like quantity, part number, and delivery schedule launches inventory checks, nightly material resource planning (MRP) runs for purchase requisitions, and suggested schedules. The production manager views and confirms the production order schedules and releases them to the shop floor.

“We also have a number of external processes,” Fuschetti says. “mySAP Business Suite handles these very well. A lot of the other systems lose material once you ship out of your plant to

have additional work performed – they see zero inventory and signal purchasing to order more. mySAP Business Suite understands that we’re doing a stock transfer. It is very good with subcontract stock monitoring reports.”

Microcast also uses mySAP Business Suite to generate reports on key performance indicators.

“We’re able to break down sales by customer,” Fuschetti says. “As I click on a customer, I can drill down to the part number, quantity, and amount sold. I can see the invoice sales cost to determine our margin. On the financial side, we generate profit and cost center reports so we can see where we are making money.”

Microcast implemented mySAP Business Suite on a Compaq Proliant server platform with Microsoft Windows NT and the Microsoft SQL database. The company next plans to evaluate SAP functionality for quality management, advanced materials management planning, and capacity leveling. The company wants to add these capabilities and increase business while maintaining a lean administrative team.

**“We wanted to know that this is the last system we would ever put in. Myself and the other principals are going to retire from this company, and we’ll still be running SAP. It has the capabilities to take us wherever we’re going. We’re never going to outgrow it.”**

*Steve Fuschetti, Principal and Co-Owner, Microcast*

“The idea was to put in a powerful system so that, as we grew, we wouldn’t have to hire more personnel to handle that growth,” Fuschetti says. “We wanted to know that this is the last system we would ever put in. Myself and the other principals are going to retire from this company, and we’ll still be running SAP. It has the capabilities to take us wherever we’re going. We’re never going to outgrow it.”