

## Manufacturer Grows International Business with AccountMate ERP Software

### ISO Certification Accomplished in less than a year

**PETALUMA, CA (June 23, 2010)**—Alan Clarke, Jonell, Inc.'s Vice President and General Manager, reported that "We do a lot of international sales and many international quotes require ISO certification from pre-approved vendors. With AccountMate and integrated Manufacturing Conductor™, we successfully prepared and received our ISO 9001:2008 certification within one year of implementing the software. This certification will enhance our ability to continue growing our business globally."

Jonell, Inc. is a Texas-based developer and manufacturer of quality filtration products. A global leader in the design, application and manufacturing of filtration and separation equipment, Jonell has produced quality replacement elements for most manufacturers catering to the oil, gas and petrochemical industries world-wide since 1987.

With International Organization for Standardization (ISO) certification, all Jonell products adhere to stringent quality control standards and manufacturing conditions, ensuring that every customer order is clearly understood, agreed and fulfilled. Offering over 9,000 filter elements in numerous design configurations and micron ratings, Jonell

products provide superior filtration, structural strength and coalescing characteristics.

With year-over-year growth and their export business exceeding 35%, it became obvious to Jonell a few years ago that their company's old, proprietary business system was failing to provide essential real-time information, integration and automation. They decided to seek out a robust business and financial management solution that would provide this real-time information and automation, handle ISO quality requirements, plus keep stride with increasing build-to-order sales.

To resolve their situation, Jonell turned to Tamlin Software Developers, Inc., an Elite AccountMate Business Partner with a well-deserved reputation for solving multi-faceted business challenges. Tamlin worked closely with the Jonell team to put together a plan to effectively solve their business challenges.

"Jonell was extremely effective in implementing a new company wide software system in record time," reflects Linda Bryan, President and CEO, Tamlin Software Developers, Inc. "It was very impressive."

After a thorough in-house analysis, Tamlin recommended the company implement AccountMate SQL due to the program's scalability and open architecture to meet Jonell's developing business requirements.

The next step in the company's technology overhaul addressed essential shop-floor processing so that manufacturing, inventory management and quality control initiatives could be fully realized. Manufacturing Conductor™, AccountMate's comprehensive shop floor control solution provides real-time management of production activities.

To solve manufacturing inefficiencies, raw materials are bar-coded when they are received and then scanned as they are released to the shop floor. As components and subassemblies move through the manufacturing process, each movement is tracked with pertinent data capture so Jonell employees can plan, schedule and execute manufacturing processes with minimum production down-time. As a result, the necessary internal paperwork required to place, track and follow-up on work orders as well as document non-conformances is automatically generated. This process change allows Jonell to effectively manage the shop floor with minimum effort, reducing system bottlenecks, order backlogs and ultimately increasing customer satisfaction.

The system captures inventory data, including costs and quantities for raw materials, work in process and finished goods. Comprehensive reports such as Cost of Good Sold, Material

Resource Planning and Income Statements can be generated each day, month, quarter or per annum which allows Jonell employees to easily spot trends, problems or other pertinent business issues. "In the past we back flushed the inventory every day," recalls Daryl Chisholm, Information Systems Manager. "Now it's in real-time and we've noticed that work flows through the plant much smoother." With up-to-the-minute inventory detail at their fingertips, Jonell's production crew can easily plan, pick,

pack and ship orders quickly.

The AccountMate system installation was completed within three months and Jonell was able to resume normal business operations in record time. Jonell is 100% satisfied. With AccountMate and Manufacturing Conductor integration, the system scales to Jonell's considerable sales, production and distribution volumes, and enables them to meet ISO standards. Their employees quickly learned to manage the system with ease and effectively use it on a daily basis.

## About AccountMate Software Corporation

Founded in 1984, AccountMate develops and markets fully modifiable business accounting software. Systems range from single user versions to those that support over hundreds of users simultaneously. AccountMate software is distributed exclusively through a worldwide channel of Authorized Solution Providers. AccountMate can be reached at (800) 877-8896 or at [www.accountmate.com](http://www.accountmate.com).

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