

SOFTREND
FOUNDATION 3000™
 BUSINESS OPERATING SYSTEM
 www.softrend.com

MOUNTAIN TECHNOLOGIES “CONNECTS” TO A LOT OF BUSINESS WITH “ELECTRIFYING” GROWTH, WHILE USING FOUNDATION 3000™ SOFTWARE FROM SOFTREND SYSTEMS INC.

CUSTOMER

MOUNTAIN TECHNOLOGIES LTD.

INDUSTRY

Custom Cable Assembly and Wiring
 Harness Manufacturer

LOCATION

North Vancouver, British Columbia

NUMBER OF LOCATIONS

One

NUMBER OF EMPLOYEES

45

SYSTEM

Softrend Foundation 3000™
 Business Operating System (BOS)

- Accounts Payable
- Accounts Receivable
- General Ledger
- Payroll
- Sales Orders
- Purchase Orders
- Inventory Control
- Bank Reconciliation
- Bill of Materials
- Manufacturing
- Work Orders

Mountain Technologies Ltd. is a high technology company specializing in the manufacture of high-performance cable assemblies, wiring harnesses, electrical and electro-mechanical sub assemblies. Their custom assemblies are specifically made for customers who demand quality, performance, value and reliability.

Located in Vancouver, in the heart of southwestern British Columbia, Canada, They occupy a modern, well equipped facility to support all your cable assembly and wire harnessing requirements.

Superior products are their most important objective. Quality procedures and processes, complemented with state-of-the-art automated equipment, insure the highest level of productivity and cost efficiency.

Mountain Technologies has highly trained personnel to provide exceptional customer service and support. With staff committed to quality and excellence, they are able to continuously meet or exceed customer's expectations because they are dedicated to care, proficiency and 100% inspection of every assembly they make.



CHALLENGE

Things “snapped” into place for Mountain Technologies, a custom cable and wiring harness manufacturer in North Vancouver, BC Canada. The growth of their business has been attributed to their ability to rapidly assemble custom cable assemblies for major electronics companies on a moments notice. Some of their better-known customers include Kodak/Creo, Vecima Networks, Sierra Wireless and Squirrel Canada.

When Mountain Technologies started in 1988 Andrew and Linda Buttjes began making electronic cable assemblies in the basement of their home. Soon they needed the luxury of a small business premises. In short – and a couple of moves later, Andrew and Linda soon had their son Tim and their daughter, helping them run the family business. “Having family on hand always helps when you’re overseeing growth every year,” says Andrew, President of Mountain Technologies.

Mountain Technologies used to keep its books in Bedford Software and they used MISys manufacturing software for inventory control, bills of materials, purchasing and work orders. To top it off, they used a raft of spreadsheets to handle their production scheduling. Clearly the disparate systems were starting to become a liability for the business. These systems were not just a liability; things were starting to get out of hand with the rapid growth they were experiencing.



SOFTREND
 SYSTEMS INC.

CHALLENGE

To reduce dependency on three separate software programs that didn't talk to each other and to prepare for high growth.

SOLUTION

Implement Foundation 3000™ Unified Business Solution.

RESULTS

Immediate benefits from creating PO's, doing receiving of inventory, creating Jobs, Work Orders, and Invoicing – all in one system.

SOFTREND

FOUNDATION 3000™
BUSINESS OPERATING SYSTEM
www.softrend.com

“With the kind of growth we’ve gone through in the last five years, we’d have been crippled by the use of three separate systems that didn’t talk to each other. Foundation 3000™ has helped us to manage growth at the rate of 30 percent per year in our busy years.”

— Andrew Buttjes,
President,
Mountain Technologies



SOFTREND SYSTEMS INC.

ABOUT SOFTREND SYSTEMS

Softrend Systems Inc. is a leading provider of unified enterprise management software in Canada, servicing the North American market. Softrend develops and sells accounting, light-ERP, online and mobile software solutions for SMEs (Small and Medium Enterprises) and mid-market companies looking to take their business to the next level with sales and business management techniques used by larger firms. Softrend is engaged in “solving business problems with software.” In addition to its business application sales, Softrend often provides clients with customized features tailored to specific business requirements. Its services include software, data migration and conversion, implementation, training and customization. Foundation 3000™ is a Business Operating System (BOS) that successfully competes with world-class products from other brand name companies.

SOFTREND SYSTEMS
#7, 1225 East Keith Rd.
North Vancouver, BC
Canada V7J 1J3

www.softrend.com

HEAD OFFICE
(604) 983-3389

TORONTO OFFICE
(226) 339-7140

“Before using Foundation 3000™, we had a lot of things to carry in our heads. Now we can order the same raw materials from multiple suppliers, each with their own lead times and different costs, decide which one we order from and track when the supplies are expected in and at what cost.”

—Linda Buttjes, Mountain Technologies Ltd.

SOLUTION

When a family friend suggested looking at Foundation 3000™ from Softrend Systems Inc. and after reviewing a number of other options, the company elected to go with Foundation 3000™ and the all-in-one approach of Softrend.

Softrend Systems Inc. had a solution that merged all aspects of the business into one application. It provided the accounting, the purchasing, inventory and production all in one easy to use application.

Many of Mountain Technology’s customers were large companies and it was important to handle a customer’s order in an organized fashion. As growth was really ramping up it was important to be as efficient as possible.

Using spreadsheets to keep track of work orders and production matters meant a lot of double entry for Mountain Technology’s staff. Countless hours were spent entering information in the different software packages they were using. After implementing Foundation 3000™, most of the spreadsheets just went away.

In their previous system, MISys was used to track inventory and purchasing and that wasn’t connected to the accounting module. When the goods would come in, there was no link to the vendor’s invoice. A solution was needed to keep everyone on the same page. Foundation 3000™ was that solution. Now, all receivings against purchase orders tie the inventory purchases directly to the accounting and Foundation 3000™ has the ability to reconcile a vendor’s invoice against a receiving, to ensure they don’t get billed twice for the same goods.

“From end to end, Foundation 3000™ provides us with a unified solution for our business needs,” said Andrew.

RESULTS

- Replace three systems with one
- Receiving system tracks actual cost of goods
- More profitability
- Easy to use

REPLACE THREE SYSTEMS WITH ONE

“Replacing three systems with Foundation 3000™ saved us hours and hours of double entry in the separate systems we had grown accustomed to. Making the switch took a lot out of us because we were so busy and the required time to allot to the project was scarce. However, if we hadn’t made the change over to a new system... it would have eventually buried us with our growth being so rapid,” said Andrew.

TRACKS ACTUAL COST OF GOODS

In 2007, Mountain Technologies purchased their own building with 20,000 square feet of space – enough to handle their growth for many years to come. Foundation 3000™ tracks costs exceptionally well with a true “receiving” system attached to purchase orders, so when the ordered goods arrive, inventory is updated with a true picture of the actual costs involved with each item ordered. Notifications can be sent to advise the appropriate staff that the goods have arrived for a particular customer or job and work can be scheduled to commence immediately.

MORE PROFITABILITY

“Before using Foundation 3000™, we had a lot of things to carry in our heads. Now we can order the same raw materials from multiple suppliers, each with their own lead times and different costs, decide which one we order from and track when the supplies are expected in and at what cost,” Linda says. “Knowing what our true cost is has made us more profitable, as the system allows us to preset our profit margins and will restrict us from selling product under those preset margins.”

EASE OF USE

The Softrend Foundation 3000™ system automates all aspects of Mountain Technologies operations. Carmen in the accounting department was familiar with many of the well know accounting software packages on the market. Upon joining the company in 2000, Carmen started using Foundation 3000™ from day one. “Because Foundation 3000™ was already installed at Mountain Technologies, I wasn’t there for the initial training sessions, but I found the system easy to use and I taught myself how to use the system. I even set up the Electronic Funds Transfer feature all by myself,” said Carmen.