Acumatica
The Cloud ERP

antenova® m2m

ANTENOVA LIMITED
www.antenova-m2m.com

COMPANY

- **Location:** Headquartered in Hertfordshire, UK. Manufacturing, Design, Technical Operations in Taipei. Sales and additional support offices in Santa Rosa, CA, Ottawa, Canada and Shanghai, China.
- **Industry:** High-Tech Manufacturing
- **Application Replaced:** Sage & Legacy

OVERVIEW

The explosion of wireless wearables coupled with the rise of the Internet of Things provides large opportunities for Antenova, makers of high performing standard antennas and RF antenna modules for wireless machine to machine, IoT and consumer electronic devices. To improve the efficiency of operation, the executive team decided to invest in an integrated ERP system which would meet the needs of a multi-national operational company like Antenova while providing detailed business intelligence to the executive managers. With its ease of use and friendly interface, Acumatica was the perfect investment.

SOLUTION

- Acumatica Financial Management
- Acumatica Distribution Management
- Acumatica Intercompany Module
- Acumatica Fixed Assets

KEY RESULTS

- Reduced duplicate data entry
- Provides instant access to data from worldwide offices
- A combined system of both MRP and accounts in one package
- Offers a deeper knowledge of critical operational systems to make better, actionable data-based decisions

ANTENOVA AMPLIFIES CONNECTIONS AND IMPROVES OPERATIONS WITH ACUMATICA

> "Acumatica has made our financial systems much more efficient. It provides us one integrated system with accurate sales and revenue information providing detailed financial reports that will allow us to accelerate our growth."
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> - Christy Lin, Operation Director of Antenova Limited, Taiwan Branch

SITUATION

For years Antenova had run its operations using two systems: Sage50 for finance and Orderwise for purchase orders, sales, and warehouse management. This provided challenges running two systems that did not work together. Data often had to be manually input from one system into the other. In addition, some reports had to be constructed in MS Excel to get the desired information. As new opportunities increased due to the growth of the emerging IoT market, Antenova needed to keep pace by renewing its web site and digital marketing tools. With this came the importance of also moving to a cloud base ERP system that would enable Antenova to grow efficiently to meet these challenges.

SOLUTION

Acumatica: Cloud-based, highly integrated functionality

Antenova produced a list of functions needed to support its Operation and Financial requirements moving forward. Antenova enlisted the help from systems partner YJ Jiang of Lumina Technology Co., Ltd., in evaluating newer Sage and other software packages.

"Antenova is a medium size company with modest budget considerations. So, we needed a cost-effective solution and that could also be implement quickly, "says Christy Lin, Operation Director of Antenova Limited, Taiwan Branch. "That's why we chose Acumatica."

Acumatica's unlimited user pricing, easy-of-use, multi-currencies and highly integrated functionality were among the many reasons Antenova chose the cloud-based Acumatica ERP.

BENEFITS

Antenova is multi-national company with offices and customers worldwide. Having a cloud-based ERP allows teams to operate as if they are in the same office. Employees throughout the world can gain real-time access to the financial and warehouse systems to check sales, backlog orders, inventory and other functions without any delay.

"When someone in a different time zone needs information, they just login into the system without waiting for the answer the next day," says Ms. Lin. "Or, when Taiwan is on holiday, other offices can access the system to get the information they or their customers need." Providing real-time information is critical to customer satisfaction.

Executives also have instant access to the company's current financial status. Previously a complete financial picture was only available when data was transferred from one system to the other, which was a slow error-prone manual process.

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The management team can also access critical information to track key metrics and generate reports to better analyze business operations and performance. Previously this was a complex and time-consuming job. With Acumatica the information is there at the press of a button 24/7.

"This integrated system has reduced the duplication work within the company, saving time as well as helping with our financial and ISO auditing," says Ms. Lin.

For tracking our sales and design opportunity pipeline, Antenova uses Sugar CRM. With a common API interface, the next step is for Antenova to link both packages so that the sales forecast in Sugar can be feed real-time in to Acumatica MRP.

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