



# MISys® Small Business Manufacturing

"MISys SBM combined with our QuickBooks accounting gave us the forecasting ability and MRP capability we needed to control our inventory and schedule our production ahead of customer demands"

**Rick Olson**  
**Neuralynx, Inc.**

## Customer Profile and Business Challenge

Neuralynx has been providing Electrophysiology and Neuroscience researchers with the highest quality single-unit, multi-channel Electrophysiology recording equipment since 1993. And that's the challenge. They have grown so fast that their inventory control and timely ordering of parts was becoming a liability to fulfilling orders.

Neuralynx had lots of sub-assemblies with long lead times up to eight weeks. They needed to be able to forecast their sales and produce a production schedule that would allow them to place purchase orders with their vendors to receive parts just as they were needed rather than overstock parts and increase their inventory holding costs. Neuralynx was using QuickBooks Premier Wholesale & Manufacturing edition but they needed true Material Requirements Planning (MRP).

With 1,500-2,000 parts and 250-300 sub-assemblies, inventory control and purchasing were prime indicators of cost control for the company.

## Solution Overview

As a solution, MISys SBM was appealing to Neuralynx for a good many reasons. First, MISys SBM interfaced directly with QuickBooks, their first choice for accounting software.

MISys SBM could handle not only their inventory needs but also their purchasing and production requirements. MISys SBM handles costing and inventory numbers in a way that agrees with the numbers Neuralynx saw on the accounting side.

Inventory control, purchasing, multi-level bills of materials, work orders, production scheduling and most importantly, material requirements planning gave Neuralynx the control and cost savings they needed.

And the integration with QuickBooks from retrieving sales orders, forecasting production, creating purchase orders and work orders to complete production, and then transferring the completed goods to the QuickBooks finished inventory gave them the complete cycle of order to shipping and delivery with all the accounting functions being maintained with MISys and QuickBooks so the QuickBooks General Ledger had the correct accounting transactions.

## SUCCESS STORY

**Neuralynx, Inc.**

## AT A GLANCE:

### Customer:

Neuralynx, Inc.

### Location:

Bozeman, Montana

### Industry:

Manufacturing and Whole Sale Distribution

### Business Challenge:

With 1,500-2,000 parts and 250-300 sub-assemblies, inventory control and purchasing were prime indicators of cost control for the company.

### Solution:

MISys Small Business Manufacturing (SBM) plus QuickBooks 8.0 Premier Manufacturing & Wholesaling edition.

### Results:

Neuralynx now has FULL Financial, Inventory, Purchasing, Forecasting and MRP Control.





## Business Benefits

Business benefits include being able to forecast inventory needs well in advance of the production schedule which keeps inventory levels to just what is needed at any time. This is a huge savings in inventory holding costs. Being able to forecast the needs and have the parts available prevents Neuralynx from slowing their production cycles. Neuralynx can also take advantage of strategic buying from vendors for special price breaks based on quantities needed in the production schedule.

Another benefit was MISys allowed Engineering Changes Orders (ECO) so Neuralynx could effectively have several versions of the same product with slight variations in parts. And, with multi-locations enabled, they could keep parts in several locations in the production process but still know exactly what they had in stock.

## Results

With the addition of MISys SBM to their QuickBooks accounting, Neuralynx is now able to retrieve sales orders from QuickBooks into MISys, produce a forecasted production schedule to view any shortages in their planning cycle, then create an MRP that allows them to produce purchase orders and work orders based on the time phased production schedule.

## FOR MORE INFORMATION VISIT:

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