



## CUSTOMER SUCCESS STORY

**CUSTOMER**

DNS Electronics, LLC

**INDUSTRY**

Semiconductor equipment manufacturer

**LOCATION**

Sunnyvale, California

**Number of Locations**

Seven

**Number of Employees**

250

**SYSTEM**

Sage MAS 200

**Modules in Operation**

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Crystal Reports®
- e-Business Manager
- e-Business Manager Extended Solution
- Electronic Payment Extended Solution
- FAS Asset Accounting
- General Ledger
- Inventory Management
- Job Cost
- Purchase Order
- Sales Order Extended Solution
- Sales Order
- Visual Integrator

## DNS Electronics Synchronizes Semiconductor Chip Manufacturing

Computer chips from world-class manufacturers like IBM and Intel are made on ultrasophisticated equipment from DNS Electronics in California's Silicon Valley. Each customized machine contains as many as 6,000 distinct parts and can cost upwards of \$5 million. DNS Electronics is the U.S. subsidiary of Dainippon Screen Manufacturing, a \$2 billion company headquartered in Kyoto, Japan.

**Getting Systems in Sync**

For years, DNS Electronics had relied on Sage MAS 200 to manage all its business functions including asset accounting, payables, receivables, invoicing, bank reconciliation, warehousing, and inventory control.

Recently, DNS leaders wondered if they might be able to do even more with their system. They speculated that online customer service, enhanced distribution, and specific job cost tracking capabilities would further improve efficiency, cut costs, and boost profitability.

**Modules Maximize Profitability**

DNS's reseller had the right answer—adding e-Business Manager, distribution solution, and Job Cost modules for Sage MAS 200. The result has been a dramatic improvement in both operational efficiencies and the bottom line.

"We've only had e-Business Manager running for a year, and it's already handling 20 percent of our parts volume," says Larry Diggs, director of internal operations. "Customers can now go online and place orders, confirm them, track deliveries, review invoices and check the availability of parts, all without placing a call to us. This

**CHALLENGE**

Make a good system better; locate and leverage any possible cost savings for maximum profitability and expand asset accounting, distribution, e-business / customer service and job costing capabilities.

**SOLUTION**

Sage MAS 200 in conjunction with FAS Asset Accounting, distribution, e-Business Manager, and Job Cost modules.

**RESULTS**

Streamlined automation of business processes; Enhanced operational efficiency; Improved profit management; 20 percent of parts volume handled by e-Business Manager; Saved over \$70,000 in customer service.

