

Industry > High Tech Manufacturing

SOLUTION PROFILE

Industry

High Tech Manufacturing

Company Profile

Reveal Imaging Technologies designs and manufactures security systems to inspect airline passenger checked baggage.

Scenario

Reveal Imaging needed to prepare their operations infrastructure for explosive company growth.

Benefits

Paragon Software provides Reveal Imaging with cost-effective manufacturing software solutions that manage the entire financial life cycle of the manufacturing business process, and build sustainable advantage in the industry.

Software Used

Microsoft Great Plains

- Manufacturing Bill of Materials
- Manufacturing Ordering Processing
- Quality Assurance
- Materials Requirements Planning
- Financials
- Inventory and Order Processing

Arena Solutions

- Arena PLM

Migrated From

- QuickBooks
- Visual Manufacturing

Microsoft Business Solutions Partner
Paragon Software Solutions, Inc.
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Reveal Imaging Technologies Streamlines Manufacturing Process with Great Plains from Paragon Software Solutions

Reveal Imaging Technologies offers the first ever EDS technology designed for 100% airport checked baggage inspection, providing more options in response to new security regulations following September 11th. Since Enterprise Resource Planning (ERP) was critical to the anticipated growth, Reveal Imaging turned to Paragon Software Solutions, a Microsoft® Certified Business Solutions Partner who provides sales, install, customization, training and support for Great Plains software. Based on the expertise of Paragon, Reveal Imaging experienced a smooth planning, implementation and training process of the integrated solution that offers powerful financials, manufacturing, field service and other customized solutions.

Reveal Imaging Technologies is focused on the design, manufacturing and sales of security systems to inspect airline passenger checked baggage. The company was formed to offer airports more options in baggage inspection in response to the new security regulations following September 11th, mandating 100% inspection of checked baggage, as well as the increasing demand for inspection of air freight, cargo and mail carried on commercial airliners.

In order to address explosive growth, Reveal Imaging needed a more robust ERP system and turned to Paragon Software, a Microsoft Certified Business Solutions Partner who provides sales, install, customization, training and support for Great Plains software, to prepare the operations infrastructure for the company's growth. Through interviewing employees, comprehensive research and learning Reveal Imaging's business processes, Paragon Software identified the key areas where a number of process solutions needed to be implemented, including manufacturing, field service, accounting and engineering.

Manufacturing and Financial Life Cycle Expertise

As Reveal Imaging was preparing for explosive



growth, they knew a plan for their ERP solution was critical, and knew they needed a knowledgeable business solutions partner who would lead them from starting the planning process through support of the implemented solutions.

"In preparing for this magnitude of growth, we needed people who were very knowledgeable and experienced in the areas of manufacturing, accounting and business as opposed to knowledgeable in just computer software," commented Charlie Tillett, chief financial officer at Reveal Imaging. "With Paragon Software, while we got that extensive business experience and knowledge, they were also not afraid to use their various external resources to ensure the best solution was being implemented."

Paragon Software is a full-service software business partner who ensures implementing the best solutions by:

- Interviewing employees to identify where specific solutions need to be implemented
- Making solution recommendations for various manufacturing, field service and accounting processes, including “out of the box” and customized solutions
- Identifying areas where changing functional processes within an organization makes sense rather than customizing software to match the organization’s processes
- Aiding in the product evaluation process
- Helping to collectively identify the right solution, setting realistic schedules and carrying out the product implementation that makes the best business sense
- Providing software training for employees, as well as on-going technical support and consultation

The Fastest, Most Comprehensive Implementation of Great Plains

In the case of Reveal Imaging, after Paragon Software helped them in the product evaluation process, they collectively agreed on Great Plains, an integrated solution that offers powerful manufacturing, field service, financials, distribution, purchasing, project accounting, payroll and human resources solutions that are easy to use and personalize, backed by award-winning customer service and support.

“Paragon Software really listened to how we run our business and helped us to

identify Great Plains as the best solution for our needs,” commented Tillett. “The most valuable aspect of Paragon is they continuously worked closely with us in all aspects of the project to ensure the best final results. They implemented Great Plains quickly, efficiently and painless for our organization, and they bring a real knowledge of problem solving through the process.”

Reveal Imaging successfully uses Great Plains for all manufacturing and shop floor processing, accounting and financial reporting, inventory tracking and for creating work orders for daily instructions. The system provides accurate record keeping and provides management with accurate inventory reporting, up-to-date work order status, materials requirements planning (MRP), as well as inventory management, budget tracking and management reporting. The valuable information is used by internal management, the Board of Directors and outside accountants.

After being on the new system for eight months, Tillett reports Great Plains has helped their business tremendously. “Operations have been running very smoothly. We couldn’t be happier with the new system and the entire planning and implementation process we experienced with Paragon Software.”

Over 30,000 businesses use Great Plains every day to improve their competitive advantage. By delivering unparalleled access to decision-driving information, by being first to deliver the latest and best technologies, and by providing the finest customer service systems in the world, Great Plains and Paragon Software Solutions help customers run their businesses better. Paragon Software specializes in working with high-tech manufacturing and field services organizations like Reveal Imaging.

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For more information on
Reveal Imaging Technologies, visit
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