SunSystems
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The Company

Airline travel is a high-pressure industry, not only for aircraft personnel who co-ordinate flights and schedules but for maintenance and operations crews as well. Luckily, there are highly specialized software packages designed for the maintenance management information systems of large aircraft fleets. One company committed to ensuring that each aircraft in the fleet remains at its peak performance according to air worthiness regulations is Ottawa-based MXI Technologies Inc.

Founded in 1996, this privately owned operation has come to be recognized as a high-quality supplier, which delivers customized solutions on time without the typical high price tags. Its customer base includes the likes of the United States Navy, the Canadian Air Force, Volvo and Air Canada. This international success, however, meant that MXI Technologies had to revisit the issue of financial accounting and management reporting packages. Top priorities in the new search were multi-currency capabilities, in-depth reporting and timely implementation.

"We looked at a lot of different packages but in the end opted to go with SunSystems," explains Clint Woodcock, Senior Accountant, MXI Technologies. "One of the biggest reasons for the decision was the ability for SunSystems to be implemented in a short period of time. We began looking in June of 2000 and we went live with SunSystems in October. We also wanted to take advantage of SunSystems' ability to cost all of our project codes"
Other factors that gave SunSystems the advantage were its comprehensive reporting capabilities and low cost.

"Some of the prices of the other packages were phenomenal," adds Woodcock.

MXI Technologies purchased a four-user license for NT Oracle with Ledger Accounting, Multi-currency, Corporate Allocations, Fixed Assets and Sales Invoicing. The company supplemented

Fast Facts

• MXI Technologies Inc. is an Ottawa-based, privately held company that was founded in 1996. It currently has 70 employees.

• The designer of specialized software for aircraft maintenance management information systems purchased a four-user license for NT Oracle, along with Ledger Accounting, Multi-currency, Corporate Allocations, Fixed Assets and Sales Invoicing. MXI Technologies supplemented SunSystems with a suite of Vision products for drill-down reporting capabilities (Vision Excel, Vision Executive and Vision Alert).

• Central to the decision to go with SunSystems were multi-currency capabilities, in-depth reporting, low cost and quick implementation. The financial management package, complemented by the Vision suite of products, will enable MXI Technologies to generate detailed P&L statements for its three corporate divisions, two operating units and each of its multitude of different projects.

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SunSystems with a suite of Vision products for drill-down reporting capabilities (Vision Excel, Vision Executive and Vision Alert).

The first month after the purchase was spent in designing SunSystems to meet MXI Technologies' unique needs. "We had to decide what we wanted to analyze, slice and dice, etc.," says Woodcock, who adds that the company opted to include all transactions from the previous four years over balance transfers. "We did the data manipulation and thankfully, the import worked.

We were working with a spreadsheet with approximately 36,000 rows and 25 columns, which we imported directly into SunSystems."

Woodcock credits the Systems Union personnel for their aide in implementing SunSystems with relative ease and speed. "Every Systems Union individual we worked with was fantastic and very easy to work with," he says, adding that work between Systems Union and MXI Technologies is still ongoing because the Corporate Allocations program is not quite ready for production. "We will have three ways of performing corporate allocations," explains Woodcock. "Our management team wants to be able to drill down into the details of our various project coding and therefore our corporate allocations is quite detailed. It includes employee identification, number of hours worked and project identification. Throughout this ongoing work, we have had good follow up from our lead Consultant at Systems Union."

Woodcock anticipates that the Corporate Allocations component should be finished shortly. "Then, it's a matter of designing the reports and training the executives to drill down into the data," he says. "And that's where the real benefits will come through. We will definitely see a huge benefit in terms of project costing and where we could improve upon these costs."

The Vision suite of products will be able to help MXI Technologies get this drilled down information. Although the company is currently generating the typical corporate P&L (profit and loss) statements, it is eager to get P&L statements for each project, as well as its three divisions (marketing and sales, R&D, finance and administration,) and two operating units (commercial and defense aviation). Being able to get detailed P&L statements for each of these will be instrumental in helping MXI Technologies remain a leading player in the aircraft maintenance management information systems industry.

"We use as many as 100 project codes at any one time," concludes Woodcock, eagerly anticipating the time when MXI Technologies will have easy, one-button access to that larger financial picture. "That's the only key part we're missing in our financial accounting and management reporting system– the ability to get project costing in place."

For more information on Systems Union or SunSystems, please contact ca_marketing@systemsunion.com or visit our web site at http://www.sunsystems.com