

# CASE STUDY THE AEROGEN COMPANY

## **AEROGEN SELECTS HANSAWORLD ENTERPRISE TO PROVIDE INTEGRATED ACCOUNTING AND PRODUCTION FUNCTIONALITY**

The Aerogen Company, a Surface Modification manufacturing company, has placed an order valued at over GBP 10,000 with HansaWorld UK Limited for the HansaWorld Enterprise suite of accounting, stock control and manufacturing modules.

Privately owned and based in Alton, Hampshire, Aerogen manufacture gas burners for process businesses including the automotive parts and food packaging industries. Their current system, Sage Line 50, had limitations in both accounting and manufacturing functionality.

Tony Wilkinson, General Manager at Aerogen, comments, "While the old system was doing the job its limitations were holding us back and we felt that we would get more out of an alternative system. Specifically I was unable to operate a full Bill Of Materials, which made it difficult to measure stock accurately, so this was a key requirement of our next generation of business management system."

Wilkinson continues, "We also needed a system which offered more flexible accounting analysis and reporting. We expect to grow in the future and need a system that will expand with us."

HansaWorld Enterprise was chosen as the preferred solution after a review of numerous products on the market, including SAP Business One and Sage Line 100.

Wilkinson explains, "We are a design and development company and we want to focus our energies on our engineering core business, rather than the administrative tasks. We expect the system to release manpower hours by removing non-essential tasks from our engineers' workload, therefore allowing them to work more productively."

In addition, Aerogen has taken the HansaWorld CRM module so that Tasks can be logged against each order to record details about conversations with clients. This means that all staff will be able to see, at a glance, the status and history of any order.