客户通讯

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Main News

Topics:

- GrapeCity CEO visiting NETZSCH Lanzhou
- GrapeCity Xián developing Spread.NET for FarPoint USA
- Intuitive ERP product features

GrapeCity CEO visiting NETZSCH Lanzhou

NETZSCH stock room

August 16th, 2007, sunny in Lanzhou.

"Cheerful to have friends visiting from far away," that's what Chinese people love to say when old friends come a long distance to visit. The meeting of two foreign CEO's in the reception room of NETZSCH Lanzhou Pumps Co. Ltd. was an excellent illustration of this well-known saying. Michael Robby, CEO of NETZSCH Lanzhuo, Peter MacInnis, CEO of GrapeCity Shanghai, and GrapeCity ERP consultant Cheng Li, met with the managers of NETZSCH Lanzhou to discuss their experience of Intuitive ERP and future demands on the system as NETZSCH grows.

GrapeCity Customer News Letter

Working with GrapeCity consultants, NETZSCH successfully implemented Intuitive ERP 5.2 by the end of 1998. Speaking of the importance of this ERP system to their daily operations, Mr. Peng, IT manager of NETZSCH concluded in one sentence, "It is hard to imagine what would happen to the production of the whole company, not to mention collaboration among divisions, if we didn't have the support of Intuitive ERP."

NETZSCH is a large machinery enterprise, with a huge number of material types and Bills of Material. It's impossible to manage that volume of material manually and still maintain acceptable levels of accuracy and efficiency. Thus, NETZSCH chose to implement a full set of Intuitive ERP modules to manage production planning, purchasing, manufacturing, inventory, sales and accounting.

During their recent visit to NETZSCH, GrapeCity representatives got in-depth feedback from end users on their evaluation of the functionality of their installed version. In their use of Intuitive ERP, staff members of NETZSCH have taken good advantage of its flexibility and adaptability, and are also interested in new functions in the coming Version 8.1. During the next few weeks, the GrapeCity ERP team and NETZSCH Intuitive ERP users will be working together to explore how to get more out of their current Version 5.2 and to assess the possibilities of moving to Version 8.1.

NETZSCH stock room
Advantages that NETZSCH staff reported from using Intuitive ERP:

- Improved working efficiency dramatically by driving management by procedure
- Reduced inaccuracies caused by handling documents manually
- Improved productivity by timely sharing of information among divisions
- More intuitive, easy access to stock by using 3-dimension inventory material codes

NETZSCH sets a high value on GrapeCity as their partner. In 1998 GrapeCity led a professional implementation that has served NETZSCH well. Today the GrapeCity support team provides timely answers to problems users encounter and practical solutions to their requirements. The connector to the Finance and Tax systems that GrapeCity developed for NETZSCH last year allows them to issue VAT receipts directly by importing sales data from the ERP system to the Gold-Tax system, thereby avoiding inaccuracies and wasted time from manually re-inputting the data. We are honored that NETZSCH is happy with GrapeCity's service, and we are committed to making this a successful, long-term, strategic partnership.

Looking into future, Mr. Robby, CEO of NETZSCH said, "I anticipate consolidating all data and operations information into the ERP system, using it to increase the standardization of our production procedures and to increase the ease and accuracy of our company reports."

Group news

GrapeCity Xián has signed a strategic partner agreement with FarPoint, a leading US developer and publisher of professional components, to develop the next version of FarPoint's Spread.NET for WinForm and WebForm. FarPoint and GrapeCity Japan have collaborated on selling FarPoint products in Japan for more than a decade. The new agreement with GrapeCity Xian is a big step forward in the partnership.

About GrapeCity

GrapeCity is an international software development firm with headquarters in Japan. Our areas of expertise include software development, component development, technical support, as well as business solution expertise in areas such as CRM and ERP.

Product Information

Intuitive ERP product features

Intuitive ERP helps mid-market manufacturers achieve increased productivity, lower costs, and happier customers. By organizing information and automating business processes across the entire enterprise, Intuitive ERP builds flexibility and control into every facet of the business environment and increases the quality and visibility of the information necessary to make more profitable decisions.

Better Software: A technology standard unmatched in the industry

Intuitive's pioneering work using Microsoft .NET technology provides our customers with a whole new level of advanced features, capabilities and system manageability. The Version 8.0 release of Intuitive ERP has a pure .NET framework and all major areas of functionality in the product have been converted to .NET-managed technology. Only managed code delivers the full benefits of current and future Microsoft technology.

Complete Solution: A full-function, integrated enterprise business system

Intuitive ERP addresses the following business needs:

——Enterprise Resource Planning (ERP):
Complete integration of planning, materials management and procurement, manufacturing and financial business processes reduces costs and improves productivity, quality and control within the operation.

——Business Intelligence (BI):
Unparalleled business intelligence (BI) tools provide complete visibility into the system's critical business data, allowing manufacturers to make faster, more informed and progressive company decisions.

——E-Commerce:
.NET-based web portals enable manufacturers to access information, sell product, run business processes and connect with customers and partners anytime, anywhere via the Internet.

——Extended Enterprise:
Intuitive ERP is designed to support businesses and their supply chains, whether they operate at a single location or with multiple plants—across town or across the world.

——Customer Relationship Management (CRM):
Automation and integration of sales, marketing, support and e-commerce helps win sales and improve customer satisfaction, increasing customer responsiveness and loyalty.