



## The Customer:

DMT Mechanical Ltd. is a Lethbridge, Alberta based company committed to providing 100% client satisfaction, high quality service and cost effective solutions in a safe and professional manner while providing leadership and support for our employees to create a successful team environment.

They are a prime mechanical contractor offering full commercial and industrial mechanical services. Their staff of over 50 tradesmen, ranging from 1st year apprentices to Journeymen, provide a wealth of knowledge and experience to meet the challenges of any project. In addition, they have six full time service technicians and a rotating staff on-call 24 hours a day to ensure the shortest possible downtime for their clients.

## Industry:

Construction Mechanical  
Manufacturing Fabrication

## Website:

[www.dmtmechanical.com](http://www.dmtmechanical.com)

## Systems Profile:

Sage 300 (Accounting, Payroll, Project Costing)  
Technisoft Service Manager  
(Field Connect, Employee Portal  
Advanced Scheduling)  
Manusonic (Time collection)  
Sage HRMS

## CHALLENGE

DMT required a system that would replace the failing QuickBooks, provide good project costing (both major projects and service) and eliminate the double entry of data. The system also needed to effectively handle the human resource management and payroll processing and detailed reporting requirements.

As part of this journey towards customer satisfaction, DMT realized that they had to replace their legacy accounting system. The small business QuickBooks system was beginning to fail, they simply were not a small business anymore. They had to also improve their manual project management and employee management processes.

The manual project management was not adequate and couldn't keep up. They needed to streamline and automate their field time collection and payroll procedures to eliminate inaccurate data and improve employee relations. They realized that the better the employee relations and attention to employee satisfaction, the better the customer satisfaction.

## SOLUTION

Sage 300 with Project Costing, Payroll, Technisoft Service Manager, Manusonic time collection and Sage Human Resource Management plus the custom configuration, processes and procedures solved all of their processing requirements.

Once Asyma had a clear understanding of what DMT required, Asyma and DMT worked together as a team to determine the best software and related processes and procedures to meet all of the major project and service requirements. The fully integrated Sage 300, project costing, payroll and Technisoft service work as one.

The project costing module handles the large project which have multiple phases and cost code breakdowns. The Service management system handles all of the service agreements and smaller service jobs. This on two punch allows DMT to use the best suited software for each department of their operations. Combined with the integrated payroll, Manusonic time collection and Sage HRMS, DMT had it all. It was the dedication from both parties and their teamwork throughout the entire process that made this difficult transition a success.

## Systems Profile:

### Guiding Great Businesses

Asyma Solutions LTD believes customers deserve systems that work.

We believe in using technology and management best practices as effectively as possible to help your organization succeed.

This is done by providing innovative and sound proactive professional advice, products and services to enhance the financial well-being of your organization.

## RESULT

**The Sage system provided better profitability and better customer service. Happier employees resulted in happier customers. The new system allowed for streamlined entry of information into an integrated central database. Project managers, employees now receive information in a timely fashion and the enhanced processes have eliminated hours of wasted time in the re-entry of data.**

The flexibility and scalability of Sage 300 with the enhanced processes have allowed for the continued growth of DMT. The additional of employees and a fabrication division were easily handled

Dan West, HR & Safety Manager for DMT stated: "The Sage system was able to report on things that we thought would never be available. One of the main reasons for the success is the massive amount of time the system is saving. Asyma makes sure they understand our business and then design a solution that will work for us."

Software was only 50% of the solution – the remaining 50% was designing processes in conjunction with DMT to eliminate wasted resources and save time. The result has been improved profitability and better customer service.



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EDMONTON OFFICE  
#200, 17812-105 Ave  
Edmonton, AB T5S 2H5  
Phone: (780) 448.9895

CALGARY OFFICE  
1700 Varsity Estates Rd  
NW, Calgary, AB T3B 2W9  
Phone: (403) 774.2010

LETHBRIDGE OFFICE  
1520 – 36 St N.  
Lethbridge, AB T1H 5H8  
Phone : (403) 328.8188