



THE CUSTOMER

Mar-Quinn Industries Ltd. Is an engineering, design and fabrication company that manufactures Oil and Gas Process Equipment.

With over 35 years of experience, Mar-Quinn industries provides products and services meeting the complex technical requirements of their customers.

Mar-Quinn's reputation has grown quickly, making them one of the leading manufacturers of Oil and Gas Processing Equipment in Alberta, Canada. They employ and contract with over 80 highly skilled and trained workers. Companies all over the world trust their products, and Mar-Quinn's name is synonymous with compliance, quality, durability and reliability.

Website:
www.marquinn.com

Systems Profile:
Sage 300
Sage 300 Project Costing

Here at ASYMA, we are in it for the long term and will be there whenever our customers need us.

CHALLENGE

Mar-Quinn knew they had processing issues and needed to change but didn't know how to proceed. They needed a system that would provide accurate and timely project costing information to hold the project managers accountable and eliminate the double entry of transactions

COMMITTED TO SATISFYING CUSTOMERS

Mar-Quinn Industries is committed to the quality turnkey products that they supply to their customers. As part of this commitment to quality products, Mar-Quinn knew that they had to improve their processes. They had to improve the accuracy of project costing, reduce the wasted hours in estimating/purchasing, eliminate duplication, and reduce human errors. Mar-Quinn hired Asyma Solutions to assist with this change and review their management processes and business systems. Asyma understood that as new management processes evolved and business automation software was enhanced, Mar-Quinn had to evolve as well. Asyma realizes that all processes can be improved, making them an excellent place to start looking for opportunities to improve business performance.

SOLUTION

Asyma Solutions conducted a Business Process review of Mar-Quinn Industries' accounting, project management processes, and related design of potential solutions using current technology and management procedures.

RESULT

A detailed and prioritized analysis of the Mar-Quinn Industries Ltd. Processing requirements was completed which allowed for the company to review and evaluate alternative accounting and management solutions. The analysis included potential benefits and savings to allow Mar-Quinn to determine an ROI (Return on Investment). A complete roadmap was developed on how to proceed.



ABOUT ASYMA

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.

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RESULT

STRICT ADHERENCE TO QUALITY: MAR-QUINN

Mar-Quinn decided to keep their existing Sage 300 and Project Costing system. With the analysis and road map complete, Mar-Quinn Industries Ltd. was able to review the options available in a logical manner. They moved forward knowing that the solutions included the functions that would give them the most benefits and savings, including being able to keep their existing accounting in place, which reduced disruption to the company. With the enhanced design and configuration developed as part of the review, Mar-Quinn was able to see a clear path to solving their processing issues.

As with any company, the changes and challenges continue with staffing changes and new services being added. It requires a constant review of potential improvements in technology and management processes to help Mar-Quinn change and adapt.

STRICT ADHERENCE TO QUALITY: ASYMA

Asyma used a strict adherence to quality solutions and their skills in system and procedure design to enable Mar-Quinn to streamline their processes. Software is only 50% of the solution -- the remaining 50% is designing processes in conjunction with Mar-Quinn to enable accurate project costing, eliminate wasted resources, and save time. The result has been improved profitability and better customer service.

Long-term support is critical to the success of any software implementation. Asyma is in business for the long haul and we base our business on building long-term relationships with our clients. Our support contract options provide easy access to our team of highly skilled consultants, removing the risk of having a solution fail. Continued process reviews, support, and training are the best ways for Mar-Quinn to continue to grow and use their systems effectively.

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