

Client: RUAG Ammotec USA

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**Solution:
SouthWare Excellence
Series™**

RUAG Ammotec USA Implements SouthWare Accounting Information Management System and Goes Live in Less Than One Week

Background

RUAG Ammotec USA, formally known as Precision Ammunition, has always moved quickly—the company pumps out millions of rounds of Copper-Matrix NTF Non-Toxic Frangible ammunition every month to meet demands of law enforcement, government and commercial customers.

Challenge

With remarkable growth over the past few years and forecasts indicating continued success in the coming year, RUAG Ammotec USA realized it needed a more sophisticated and scalable information management system for accounting functions. So the management team quickly decided to migrate from Peachtree Manufacturing and Act CRM—setting their sights on a comprehensive solution that could handle all areas of their business and grow with them.

Even though RUAG Ammotec USA's success is based on quality and performance, implementing an entirely new accounting system, which includes financials, inventory warehouse management (WMS), material requirement planning (MRP) and customer relationship management (CRM), and going live within one week is an amazing feat of speed and accuracy.

Solution

Enter Certified SouthWare Reseller, Haruspex Business Software Solutions. RUAG Ammotec USA contacted Haruspex directly because they knew their peers in the weapons and firearms industry were already using the SouthWare ERP for business management, order processing and inventory management.

Importantly, they also knew that the solution had specific functionality that met the regulatory requirements of their industry. Up against competitor applications from SAP, Sage and others, SouthWare won the bid as the better solution to automate RUAG Ammotec USA's lightning fast business needs—accounting, order processing, inventory management, materials planning (and everything in-between)!

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Details

Front office

Gone are the stacks of orders, papers and notes scattered about the office. Now, in real time, RUAG Ammotec USA can know what orders have been received and the profitability on all orders by simply logging into the SouthWare system. This data can even be accessed from any web-enabled device such as a PDA or the boss's iPhone—all over secure connections protecting their critical data.

The Warehouse

RUAG can now schedule production more efficiently based on real-time data provided in SouthWare, which tracks what materials are in stock, what and when additional materials are expected to be received, and what finished goods are promised to their customers. Better planning will allow RUAG Ammotec USA to increase output, decrease lead time and increase their overall operational efficiency.

Summary

Thanks to the recent purchase of new manufacturing machinery, RUAG Ammotec USA is gearing up to triple their output. Yet, because of SouthWare's scalable ability to manage accounting and business-related processes, RUAG Ammotec USA will need very little additional effort to handle this significant growth.

They're looking forward to proactively managing their complex business issues and preparing for even more ambitious goals. RUAG Ammotec USA set their sights on an easy-to-use solution to manage their complex manufacturing environment.

Key Benefits the SouthWare Excellence Series™ delivered to RUAG Ammotec USA:

- **Speedy and accurate migration from two systems into one**
- **Streamlined productivity in the front office with real time information**
- **Increased operational efficiency in the warehouse with faster output and decreased lead time**
- **Fully prepared for accelerated growth**