



# Standard ERP

## Machusset

### Webpage

[www.machusset.se](http://www.machusset.se)

### Technical Information

Machusset are using Standard ERP 8.0 with 9 named and 6 concurrent users. Users log in from Mac computers, iPads and iPhones.

### Modules

- General Ledger
- Accounts Receivable
- Accounts Payable
- Quotations
- Sales Orders
- Purchase Orders
- Inventory
- HAL
- Pricing
- Point of Sales
- Limited Access

### COMPANY PROFILE

Machusset is an Apple Premium Reseller that was founded in 1997 and today has four stores in central and western Sweden. The company employs 32 people and has an annual turnover of approximately €10M.

### KEY CHALLENGE

In the beginning, a smaller product was used for bookkeeping and invoicing and has since grown to the current Standard ERP solution that supports all their business processes. As an Apple Premium Reseller, it has always been crucial for them to have a software that works on Mac, iPads and iPhones, which is one of the reasons why HansaWorld has remained their ERP of choice. appreciation for a timely implementation, with all modules and integration complete by 2015.

Since completion, Rahim reports they have noticed a marked decrease in data-entry time. Payroll and e-Claim management have been streamlined and their goal, with Standard ERP, is to initiate dashboards illustrating revenue in real-time.

### IMPLEMENTATION AND SOLUTION

Machusset's implementation is the definition of the term scalability; what began as a two-user system for bookkeeping and accounting in 1997 is today a multi-user installation containing full support for accounting, logistics, CRM and POS for a multi-venue retail company where all employees are working in Standard ERP on a daily basis.

Through version updates and changing products within the HansaWorld product family, Machusset has kept all the information in their database dating back to their first transaction in 1997. This gives them a great competitive advantage in historic comparisons, without compromising the speed and efficiency of the software.

*"The possibilities of comparing data across time is a great asset that management use continuously. When out of the office I run these reports from the client on my phone over 3G network and I am truly impressed."*

Jan Olausson, Founder and Managing Partner



For an Apple premium reseller with approximately 75 000 unique items in their inventory, a lean logistics process and extensive material requirements planning is of utmost importance. Purchase orders are placed on a daily basis from the stores and are coordinated by headquarters, which also holds the main inventory in their facilities. Goods that arrive at the main inventory are then dispatched to the stores or, in the case of corporate customers, directly to the end customer. Because of warranties and other service commitments, many items have serial or batch number tracking enabled for a complete history of the individual items. And, for faster processing when goods are received and shipped, barcode scanners are used.

Each year, the 4 stores and the corporate sales department process around 35 000 unique sales where 50% are paid for using cash or credit cards in the stores and 50% are invoiced. Each respective store is also in charge of corporate sales for their region and are therefore using quotations and invoicing in addition to the modules for logistics and Point Of Sales.

*"In our company we don't do any bookkeeping, Standard ERP does that for us."*

Jan Olausson, Founder and Managing Partner

Every week an extensive report is sent to Apple containing sales statistics, inventory information and forecasts of sales and purchasing. For this purpose, customized reports and exports have been created to Apple's specifications. The many standardized reports of the system are also used for daily controls of stock levels and forecasts as well as for sales and bonus reporting.

## ■ FUTURE

Machuset is in the process of implementing electronic invoicing wherein all sales that are not processed in their cash registers will be sent automatically to the end customers. There is also ongoing work in creating reports supporting new requirements from Apple.

## ■ ABOUT HANSAWORLD

HansaWorld is a leading software house providing a full suite of Enterprise Resource Planning and Customer Relationship Management products that delivers the flexibility required by today's businesses.

The group employs more than 300 staff with a strong network of subsidiary companies and distribution partners on all continents. This network enables us to offer international implementation in over 30 languages with country specific localizations. The products are easy to use and available on all smartphones, tablets and desktops including Mac, iPhone and iPad.

HansaWorld continually invests in Research and Development to provide innovative and future proof products to our customers.

As recognized innovators for over 25 years, HansaWorld shows continued technological leadership in the international business software industry.

More than 550,000 companies trust us with their business critical information.



HansaWorld UK Limited,  
Dubai Silicon Oasis, HQ Building  
Office A108-4, 1st Floor, Dubai, UAE  
Phone: +971543871523  
E-mail: [jana.b@hansaworld.com](mailto:jana.b@hansaworld.com)