



success story



## ***NGS-IQ™ Supplies Easy Access to MAC-PAC Applications for Maysteel, LLC***

Founded in 1936, Maysteel, LLC is a Wisconsin-based company specializing in the custom fabrication of metal enclosures, assemblies and components on both a contract basis and via proprietary products used in the distribution of electric power. Maysteel customers – global leaders in the highly competitive electronic & electrical product and electric power distribution markets – demand world-class performance from their suppliers. Maysteel meets this challenge by combining the capabilities of the MAC-PAC™ Enterprise Resource Planning (ERP) solution from TDCI, the *NGS-IQ* enterprise reporting and business intelligence (BI) suite of products from *New Generation Software, Inc. (NGS)*, and the IBM Power “i” (also known as IBM System i, iSeries, or AS/400) to run nearly every facet of daily operations at their three manufacturing locations, totaling more than 513,000 square feet of production space.

BI is a critical component of Maysteel’s customer-driven methodology, so in 2005 the company began a search for a solution that would allow easy, secure access to the vast amounts of critical data in their MAC-PAC applications. The company used IBM Query/400 for their query and reporting needs but needed a more robust solution that would lighten the IT staff’s workload and provide users with integrated tools to access and receive information. Maysteel selected the *NGS-IQ* enterprise reporting and business intelligence software, and they are more than satisfied with the results.

“*NGS-IQ* gives everyone in our organization easy access to anything in MAC-PAC they may need to query and analyze in a consistent way,” states Jeffrey Henn, IT Director at Maysteel. “With *NGS-IQ* we can write it once and be done with it. Because of its tight integration with MAC-PAC, it’s relatively easy. Everyone benefits every day.”

For example, *NGS-IQ* allows Maysteel to create vital reports for:

- inventory valuation by family ID and planner code
- stock locations with zero balance
- parts with on-hand balances and no requirements

These reports – and others – are then automatically distributed to users. “*NGS-IQ*’s email feature is a real lifesaver,” says Mary Beth Mayer, Maysteel’s Programming Manager. “*NGS-IQ* automates the entire process of building the query and directly emailing the report in a Microsoft Excel (.csv) file or occasionally a .PDF file.” For example, a query listing specific product requirements is run from the company’s job scheduling software and emails results to Maysteel’s vendors.

Visit New Generation Software, Inc. (NGS) during TDCI Perspectives 2009.

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*NGS-IQ*'s implementation went smoothly. Per Jeff, "The software was very easy to pick up and deploy." Today, approximately 150 *NGS-IQ* queries are run monthly by Maysteel's managers and users in nearly every department, with the heaviest use by production and accounting. Financial reports are run daily for just about everything the accounting department requires.

The primary reason for Maysteel's selection of *NGS-IQ* was the one-step output to Excel provided in the product's *Qport Access*™ module. It was a dramatic improvement from the prior method of using IBM Client Access/400 to transfer Query/400 file output into Excel. Mary Beth comments, "That was a tedious, time-consuming process. With *Qport Access* we are able to give our users a seamless, one-click approach, with correct column headings and any formula calculations as defined in the query."

Maysteel takes full advantage of *Qport Access*' other capabilities, including the software's ability to create, update, append to, and replace data in Excel spreadsheets, named ranges, and pivot tables without losing formatting - such as charts and calculations. Users also appreciate how they can run multiple *NGS-IQ* queries sequentially in one step and schedule jobs to run right from their PC's.

*NGS-IQ* also meets Maysteel's developers need for advanced query functionality. Randy Behm, IT developer, says the run-time record selection is a significant function. "It limits the number of queries we have to create or revise. We don't need to keep re-inventing queries that are similar in request except for their selections. Users are prompted for the records they need - such as a date range -allowing them to customize their own reports."

Maysteel's sales personnel find the record selection function very handy for producing forecasts for specific customers. *NGS-IQ* prompts the salespeople to enter the family ID number and then pulls the associated forecasts and pricing information directly into their Excel spreadsheet.

Mary Beth and Randy use *NGS-IQ*'s conditional "if, then, or else" logic and date mathematics capabilities to develop complex queries. Randy explains that the ability to create an *NGS-IQ* date file to accommodate Maysteel's thirteen period fiscal year is very valuable as well.

Jeff concludes, "*NGS-IQ* is an invaluable tool for us. It saves time in our MAC-PAC processes. The product is so tightly integrated with our MAC-PAC applications for inventory, production, sales, purchasing, accounting and shipping that essentially all of our office workers are *NGS* users."

## ***NGS-IQ***

*NGS-IQ* can simultaneously support Windows, Web-browser, SmartPhone, and 5250 users without requiring additional servers, middleware, or databases. In addition to Excel and PDF, the product also provides output to MS Word and Access, drillable HTML, XML, NGS OLAP presentations and Web-based business performance dashboards. Recent product enhancements support on-demand Web reporting, comprehensive HTML Web report design features, easy integration into Web applications, and access to remote databases including SQL Server, Oracle, MySQL, DB2, Microsoft Access, and PostgreSQL.

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