



For Immediate Release
April 23, 2004

For More Information Contact:
Muriel Mosher, Manufacturing Extension Partnership
(207) - 623-0680

NH MEP HAS SOFTWARE EXPERTISE UP ITS SLEEVE
Software Selection and Implementation Assists Local Manufacturer

Newmarket, NH – Less than a year ago, more than 30 employees of Regal Sleeving and Tubing of Newmarket, NH (formerly Suflex), were in danger of losing their jobs when the parent company decided to shut down the business.

The company and its employees were saved however, when two long-time employees, Gerry Landry and Al Ferrari, bought the company with the help of the New Hampshire Manufacturing Extension Partnership (NH MEP) and several local and state organizations.

As part of the acquisition process, the manufacturer of sleeving and tubing products for the electrical and defense industries had 90 days to switch over to a new computer information system to handle order entry, shipping, inventory and accounting processes. To help find an economical software program that would meet the company's needs, Regal once again enlisted the aid of the NH MEP.

The NH MEP team helped Regal evaluate accounting and mid-tier Enterprise Resource Planning (ERP) software packages designed to handle a high number of transactions that were also affordable to implement, train on and maintain. After reviewing several different programs, the NH MEP recommended NetSuite, a fully-integrated software package that takes care of security, back-ups, and enhancement upgrades and charges by a per seat basis, so a company only pays for what it needs. NetSuite's functionality meets Regal's current requirements, but is flexible enough to adapt as the company grows.

(more)

**NEW HAMPSHIRE
MANUFACTURING
EXTENSION
PARTNERSHIP**

**A program of the
NATIONAL
INSTITUTE OF
STANDARDS &
TECHNOLOGY**

MEP

Like most small manufacturers, IT costs are an issue for Regal, so it was also important to find an application that didn't have high implementation costs.

Recognizing Regal's needs, one of the reasons the NH MEP chose the NetSuite software package is because it has the ability to turn off any functions that the company wasn't ready to use. All the company needed to get the software package up and running was an internet connection and a browser.

The NH MEP team trained Regal employees on the software and worked on-site to help mitigate any issues that came up during the transition to the new system. In the first few months since implementation, Regal has already started to see results, and has better than projected revenues.

"Within just two days of the implementation, all facets of order entry, shipping, purchasing, payables, receivables, and payroll were up and functioning, and had been debugged," said Gerry Landry, president of Regal Sleeving and Tubing. "This was far beyond our expectations."

NH MEP is an affiliate of the National Institute of Standards and Technology under the U.S. Department of Commerce. The national MEP is a network of manufacturing extension centers that provide business and technical assistance to smaller manufacturers in all 50 states, the District of Columbia and Puerto Rico. Through MEP, manufacturers have access to more than 2,000 manufacturing and business "coaches" whose job is to help firms make changes that lead to greater productivity, increased profits and enhanced global competitiveness. NH MEP works in partnership with the New Hampshire Department of Resources and Economic Development. For more information on the services NH MEP project managers provide, contact the Concord office at 226-3200.

-END-