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AVC Corp. wins contract using NDS functionality

AVC Corporation is a retail packaging manufacturer and media replication company. With more than 50 years experience in custom retail packaging, AVC has established itself as a leading provider of environmentally sustainable packaging alternatives. All services are performed in-house, allowing them to offer customers turnaround times that are unrivaled in the industry. They are based in Torrance, California, and can be found online at http://www.avccorp.com/index.htm

AVC has been utilizing NDS's ERP solution since 1997. Due to their proven track record of success, they were recently awarded a contract from a leading NYSE electronics manufacturer (referred to herein as "the client"). The contract called for AVC to provide packaging and shipping for their disk drives utilizing AVC's eco-friendly paper-based containers. It also involved adding tens of thousands of serial-controlled units per month to AVC's production line, a task that could not be achieved manually.

NDS was approached by AVC to do three things:

- *Enable* EDI transactions to communicate order entry, shipment and inventory transactions between AVC and the client's ERP system

- *Automate* internal functions to help maximize their operational efficiency

- *Implement* a high volume of serial controlled inventory

The client identified specific requirements for tracking and reporting their products, as they leveraged a formal EDI transaction set for communicating with their vendors. The client's products are serially controlled, and although the NDS ERP solution manages serial controlled inventory, it had not been part of AVC's current business model. Once enabled, this feature would allow AVC to manage and automate the process by which these units could be moved through the system. This allowed AVC to handle the increased workload without adding to their staff.

THE NDS SOLUTION

Enabling EDI transactions:

NDS developers worked with the client and EDI software vendor to develop a convenient and robust method of communication. Interface tables within the EDI application were written to buffer communications, and NDS reads and writes to these tables across a database link. Inbound transactions are read and processed from the EDI system by a background processor which runs periodically and polls the EDI system for new transactions. Outbound transactions are written to the EDI system as they occur in NDS. Outgoing transactions were additionally buffered on the NDS side, so that any failure in the database linkage does not interrupt normal NDS processing. This allows for resynchronization of the two systems once communication is restored. A form provides the system administrator with high visibility and the ability to manually resynchronize the interface, if needed.

Automating internal functions:

Given the high volume of serially controlled units to be handled by AVC, NDS automated much of the processing by:

- Automatically converting the client's Advanced Shipping Notices into AVC purchase orders for receiving

- Using shipment data provided by the client to identify units within a given pallet

- Preserving container / pallet content until units are issued to production

- Associating finished goods units with new pallet in production process

- Maintaining finished goods pallet content in inventory and shipment to end customers

Implementation:

In November 2008 NDS started the build-out of the EDI communication and tailor-made front end interface. This design was a critical component, as it represented the gateway for AVC users to manage the volume of transactions required by the client for reporting purposes. NDS's solution optimized the data acquisition process, so it was in tune with what AVC did. This activity was then in turn reported to the client.

The ability to synchronize made the process of working with data significantly easier for both companies. Implementation costs were controlled by leveraging standard NDS ERP functionality.

NDS technicians also took care to ensure that custom functions introduced to the NDS standard code would be upwardly compatible with current and future NDS versions.

Implementation was successful, and in February 2009 the application went live with the client.

How AVC Benefited

By extending their ERP solution from NDS, AVC was able to successfully:

- *Control* a large volume of serial-controlled inventory – this also allowed AVC to maximize its operational efficiency

- *Manage* the client's ERP system via the EDI link NDS provided

- *Attract* significant additional business from the client

- *Enable* increased workloads without additional staffing requirements

TESTIMONIAL:

Moshe Begim, President of AVC Corporation

"In this time of economic turmoil we have to call upon all our resources to attract new clients and maintain current business. At AVC, we look to our strategic partners for support and counsel. NDS has proven to be one of these strategic partners coming up with the technology we needed to move forward. Without NDS we could have never landed some of our biggest clients. Furthermore, this moves AVC out to the forefront with new and advanced capabilities that our clients are now demanding. Great job NDS."

About NDS Systems

In business since 1985, NDS Systems (www.ndsapps.com) is a leading provider of enterprise-class ERP systems and applications designed for small-to-medium businesses in the distribution, manufacturing, fulfillment and financial services industries.

- For sales information please call 727-538-2250 or email us at info@ndsapps.com

- For the free product demo, please visit www.ndsapps.com/index.php/contact

- For additional information on NDS Systems, please contact Jennifer Ballard at jballard@ndsapps.com