



Medin a.s. satisfies the strict requirements of the medical device industry with MFG/PRO





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THE COMPANY

Nové Město na Moravě based Medin a.s. came into existence in 1992, following privatization of the former state company Chirona. The medical instrument producer's facilities are located just outside city boundaries and comply with strict environmental regulations to minimize the impact of industrial operations on the nearby national parklands. With over 50 years experience in the medical industry, Medin has built a strong reputation not only in the Czech and Slovak republics, but also around the world. Medin produces a wide range of medical instruments covering the complete surgical needs of the medical industry, including bone surgery, implant equipment and dental equipment.

The quality of all instruments produced at Medin is carefully monitored and maintaining uncompromising quality standards is the core of the company's corporate philosophy and long-term strategic plans.

LESS THAN 6 MONTHS TO IMPLEMENT MFG/PRO IN MEDIN

After several years of consideration, a final decision to invest in a new enterprise information system was made in 1997 after the results from a public tender were analyzed and judged. "The need to implement a new system increased with time and we gradually added and better defined criteria to help us make our decision," says IT manager Jiří Forýtek. "We required a system built on a database and which allows us to conduct sophisticated materials resource planning (MRP) operations, two key features we previously didn't have. We also needed a system capable of supporting quality standards like ISO 9001. Of course, price also played a significant role as our project budget was quite limited. Of 14 offers, 3 systems were eventually chosen for final consideration: MFG/PRO from Minerva, MAX from ICL and DIAMAC from Diatryma. After careful analysis, we decided for Minerva," continues Forýtek.

After contracts were signed in February 1998 and Minerva's project study completed, implementation team training commenced. The actual implementation followed in the summer and MFG/PRO was put into operation by the set "go-live" date of January 1, 1999. "Looking back, I think our project proceeded exceptionally quickly, especially when we take into consideration the parallel implementation of the SYSKLASS system for engineering data planning. We had the demanding task of setting up the electronic transfer of data from SYSKLASS to MFG/PRO, but despite the extra time spent with that we managed to stay on schedule" says Forýtek. "According to the original implementation schedule, we had to put the manufacturing and distribution modules into operation by January 1, 1999 and the finance modules three months later. Instead, Minerva made the extra effort to get the entire system into operation by the New Year."

RESULTS AND BENEFITS ARE ALREADY APPARENT

"Of course, after the system started to run we experienced the usual "growing pains" that most companies go through after implementing a new ERP system. However, I can say that half a year after going live user satisfaction with MFG/PRO was evident and so was the fact that users were really beginning to use the full functionality of the system," recalls Forýtek. According to Forýtek, the first real benefit was a unified database, which eliminated problems managers had with inaccurate reports and duplicated information. Medin can now rely on the fact that all data are correct and work with the database is problem-free. From an financial

perspective, Medin reduced staff levels in the IT and HR departments, recorded lower inventory levels of unfinished products and lowered costs on products failing to meet ISO 9001 standards. "Additionally, I know that last year we were able to reduce the total level of outstanding customer debt," says Forýtek.

The strict requirements of the medical devices industry played an important role in choosing MFG/PRO. "The medical device industry demands that information systems be able to track production by lot/serial. Our old system wasn't able to do this, but with MFG/PRO we have no problems with this. We went through several audits which showed that our new information system satisfies industry requirements," says Forýtek. Another related advantage is product identification. When products are shipped to customers, Medin employees are able to locate in the system where the products were produced and from which lot of materials. Advanced product tracking is also possible so that if a defect is found there is no problem identifying exactly where a product was delivered. "Thanks to the fact that we can do perfect tracking with MFG/PRO, we earned the CE European quality certification," says Forýtek.

ADDITIONAL PRODUCTS AND SERVICES

Following the implementation of MFG/PRO, Medin worked with Minerva on setting up an e-shop where customers can purchase products from an on-line web catalog. Transactions from web purchases are automatically recorded in MFG/PRO and after placing orders customers receive email confirmations about pricing and delivery conditions. "We are also using other Minerva products and modules now, such as electronic attendance, MIS and the ADC bar-coding solution. Automatic data collection helps us not only control the entire logistics process, but also keep track of company property. An additional benefit from this project has been the opportunity to unify bar code formats with customers and suppliers," adds Forýtek.

FACTS AND FIGURES

Company:	MEDIN, a.s.
Location:	Nové Město na Moravě, Czech Republic
Industry:	Medical instruments
Hardware:	Hewlett-Packard ML530
Operating System:	Linux
Database:	Progress 8.2C
Applications:	MFG/PRO 8.6C, SYSKLASS
Number of users:	48

About Minerva

Minerva is a customer-focused international organization specializing in helping manufacturing and distribution companies solve their business problems by providing them with greater efficiency, control and productivity through the implementation of information systems. Minerva Česká republika, a.s. is able to provide its customers a full range of services from software installation and consultation to system integration and world class e-business solutions. Ten years experience in the Czech and Slovak Enterprise Resource Planning market, ISO 9001 certification and over 70 companies using the MFG/PRO information system confirm Minerva's commitment to customer satisfaction.