

# MUNJAL WHITE CONSULTING CORP

## KUKA Robotics Case Study



### *Making the Most of Your Sage 100 Investment*

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KUKA Robotics is the North American subsidiary of the world's largest industrial PC-controlled robot system manufacturer. As a result of KUKA's innovations, previously unimaginable robotic applications have become possible. Located in Michigan, KUKA Robotics provides sales and services of robotic systems across North America through a network of qualified system partners and robot integrators. KUKA's customers include Ford, General Motors, Chrysler, Anheuser-Busch, Coors, Hershey's, Procter & Gamble and Walmart.

KUKA Robotics migrated to Sage 100 in 2002 and has 25 users on the system. Sage 100's expandability and easy-to-use interface made it a logical choice for KUKA. ***"Producing detailed reports in a range of layouts is key to our business operations. Our parent company and international offices are on the SAP system. We resisted the change to SAP as we found the Sage 100 system easy to use, scalable, powerful and cost effective. Management approved our operations remaining on Sage 100 as we can provide them with reports in the format they need for import into SAP for consolidated reporting,"*** said Antwainette Redmond of KUKA. ***"One of the great things for us has been the ability to use Crystal Reports to drill into the data in our system and produce reports in the custom format we need for our business."***

***"We rely on the Sage 100 inventory and sales order processing data. Our customer service reps are able to do stock lookups in seconds across our multiple warehouse locations to ensure that customer orders can be fulfilled on time. They have everything they need at their fingertips. Also, we can produce invoices in the format that our customers want. This invoicing flexibility is important to us. The Sage 100 system is efficient, straight-forward to use and the rapid lookups allow us to continually exceed our customer's expectations in service,"*** comments Antwainette.

***"We are impressed with the Munjal White Consulting team's knowledge of the Sage 100 software and accounting processes. The fact that our lead consultant, Robert White, is a qualified C.A. in Canada and a C.P.A in the US helped make implementing Sage 100 for our North American business an easy process,"*** said Antwainette. ***"Munjal White are definitely committed to long-term customer relationships. KUKA continually updates its business processes to ensure we are positioned for growth. Munjal White Consulting has been instrumental in ensuring that the Sage 100 system grows with us!"***

#### **Sage MAS 100 Business Benefits**

- Better decision making through the availability of real-time inventory information.
- Enhanced customer service levels through improved accuracy of current costs and customized pricing.
- Easy importing of reports into the SAP system for use by parent company.