



**MELINK**

GROWING EFFICIENTLY WITH  
SAP® BUSINESS ONE

QUICK FACTS

**Industry**

Engineering, construction, and operations  
– engineering and design

**Revenue**

US\$13 million

**Employees**

69

**Headquarters**

Milford, Ohio

**Web Site**

www.melinkcorp.com

**SAP® and Partner Solutions and Services**

SAP® Business One application; MARINGO ProjectManagement for Engineering Companies, based on SAP Business One

**Implementation Partners**

MARINGO Computers Inc.,  
Long Business Systems Inc. (LBSi)

Melink Corporation provides energy solutions for commercial buildings in North America. The fast-growing company needed to replace its disjointed legacy software with integrated business software that offered new efficiencies and better operational visibility. After deploying the SAP® Business One application and project management software from MARINGO Computers Inc., the Melink team can make faster decisions and take on bigger projects.

**Key Challenges**

- Support rapid growth with a single, reliable IT system
- Enhance efficiency by eliminating duplicate data entry points
- Integrate job costing and scheduling application with corporate business systems
- Streamline tax compliance
- Increase visibility into operations
- Enable real-time financial analysis

**Implementation Best Practices**

- Performed thorough team training before software went live
- Focused consistently on data migration
- Engaged iterative configuration and customization process
- Employed core project team to train users before and after release to foster continuous improvement and answer questions quickly
- Enjoyed strong executive sponsorship

**Financial and Strategic Benefits**

- Increased visibility into business operations
- Enabled better, faster decision making
- Supported real-time financial analysis
- Enhanced data quality
- Extended system usage to customers through Web portal functionality
- Produced trusted, high-quality data
- Supported ongoing company growth by providing IT capability to take on projects of greater magnitude

**Why SAP and Partner Solution**

**Were Selected**

- Superior project management and manufacturing resource planning functionality
- Intuitive graphical user interface for planning of services
- MARINGO Computers Inc. solution qualified as “Enabled by SAP,” offering rapid implementation and streamlined integration
- Affordable solution, rapid ROI

**Low Total Cost of Ownership**

- Optimized implementation using “Enabled by SAP® Business One” methodology
- Implemented software in just 8 weeks
- Deployed software within planned budget
- Eliminated duplicate customer and supplier master data
- Extended self-service business intelligence capabilities to all users

**Operational Benefits**

Key Performance Indicator	Impact
Transactional data entry efficiency	+10%
Inventory on hand	-15%
Past-due accounts receivable	-15%
Product gross profit	+2%
Data entry labor hours	-4,500 in 1st year



“Thanks to SAP Business One and the MARINGO project management software, we have real-time access to information, which enables us to make better decisions faster.”

Donna Jones, Vice President of Accounting and Finance, Melink Corporation

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## Green Revolution

Sustainable, environmentally conscious growth is a strategic goal for many organizations. Melink Corporation, based near Cincinnati, Ohio, helps companies go green by providing commissioning, ventilation, and renewable solutions that reduce the energy footprint of thousands of buildings each year.

Yet rapid growth had rendered Melink's legacy systems inefficient and ineffective. Legacy accounting software required separate data entries for each of Melink's three divisions. A custom-designed job costing application, which was disconnected from the financials software, required duplicate data entries.

“Our goal is to grow top-line revenues by 30% annually,” says Donna Jones, vice president of accounting and finance for Melink. “We needed a business system that could grow with us.” To keep pace with the company's expansion while enhancing corporate efficiency and visibility, Melink deployed the affordable, feature-rich SAP® Business One application.

## Energy for Change

SAP Business One provided effective manufacturing resource planning (MRP) features, excellent project management functionality through the MARINGO ProjectManagement for Engineering Companies solution, and a Web interface that would enable remote access for employees and customers. MARINGO

ProjectManagement is one of a number of partner solutions developed around the SAP Business One application in accordance with the “Enabled by SAP Business One” qualification program.

Two consultants from MARINGO and implementation partner Long Business Systems Inc. (LBSi) worked with eight Melink employees to install the software. After just eight weeks, the software went live on January 1, 2009. Melink employees across the organization now use the SAP software daily.

## Renewable Value

Melink quickly realized dramatic benefits. Elimination of duplicate data entries alone has generated annual savings of approximately 4,500 labor hours.

Enhanced visibility and control of the company's MRP processes has helped reduce on-hand inventory by 15% so far. As Melink continues to improve the quality of data, the company expects to realize an additional 10% improvement. Furthermore, enhanced visibility has reduced past-due accounts receivables by 15%.

Most importantly, the insight provided by the SAP Business One solution is helping Melink improve analysis and decision making. After using the software for only three months, the company realized that the gross profit on 38% of its product sales had fallen below target. The company quickly made price corrections that are expected to improve gross product profit by 2%.

“With the SAP software, we can report on issues that we could never before quantify, which is a tremendous improvement,” says Jones.

## Ready to Grow

Melink sees the SAP Business One solution serving as a foundation for growth, as it helps the company refine its business processes and enhance efficiencies. Within the first year of implementation, the company will roll out Web-based access to more than 250 customers and employees.

“Because of the pent-up demand for renewable energy, we have the opportunity to double the size of our company in the next year,” says Jones. “Thanks in part to SAP Business One and the MARINGO software, Melink can now plan and manage much larger projects. In fact, just recently our greater IT capacity helped qualify us to bid on a \$4.5 million project.”

## Implementation Partners

MARINGO Computers Inc. – a subsidiary of Germany-based MARINGO Computers GmbH – provides integrated software solutions for the SAP Business One application as well as related services.

Long Business Systems Inc. (LBSi) – based in Strongsville, Ohio – provides business management software solutions for distribution, manufacturing, and service organizations.



50 097 101 (09/10) Printed in USA.

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