Small businesses that set out to establish their businesses often equate success with having a good business idea. Though a good business idea can fuel employees to take up entrepreneurship as their full-time career and get going, it’s not enough to succeed in the ultra-competitive business world. From investing in the right technologies to employing qualified staff, small businesses have to consider the consistent set of factors that enable them to establish and grow their businesses. Also, they have to build strategic relationships with business partners who could help them achieve their long-term business goals swiftly.

Aquilon Software, an ERP (Enterprise Resource Planning) service provider, is one such company that arms small businesses with a fully-integrated and feature-rich ERP system that is cost-effective and quality-driven at the same time. Aquilon’s approach was to re-engineer a mid-market ERP system making it suitable for small businesses who can now optimize the same tools (deep functionality) as their larger competitors, while gaining core benefits including ease of use, real-time visibility into their financial well-being, inventory optimization, and customer service aspects, all with; affordability; ease of use; flexibility, and agility.

Since small manufacturing businesses need to be agile to meet their customers’ specific needs, Aquilon Software provides them multiple manufacturing technologies within Aquilon ERP including Repetitive, Discrete, Job Shop, and Process. Different options in the system allow for both quick and long cycle manufacturing times, with WIP, Kit building, Multi-level back-flushing, and configure to order (configurator system).

In each of these cases, the system provides real-time visibility into the internal and external, demand and supply placed on inventory. Coupled with real-time planning for bought out and made in products, small manufacturers can now ensure they provide exceptional services to customers without breaking the bank. “Aquilon has a demand-driven inventory and production planning toolset that use the pull and not the push methodologies for planning,” say Philip Patton and Greg Condon, Co-founders, Aquilon Software. Moreover, Aquilon Software’s data entry screens are focused and uncluttered and make the system easier to use, allowing the operators to focus on the task at hand.

Philip Patton is one of the co-founders of Aquilon
Committed to Adding Value to Small Businesses

Aquilon Software has added many productivity improvements to the software that allows users to tailor the system to the way they work, examples include font sizes, User-defined personal menus, which are helpful to stay focused and set up workflows, and user-defined data views so each person can tailor the data presented to match their job and business process.

Today, small businesses are embracing integrated ERP systems due to the efficiencies they bring in to their business ecosystem. Previously, they were unsure of the benefits and were concerned about the cost of ERP systems, and continued using accounting systems and spreadsheets. With the advent of companies such as Aquilon Software committed to small businesses, they are more open to ERP systems and understand the core benefits of integrating ERP systems into their business.

“If by adopting Aquilon’s ERP system small business gain access to well-proven manufacturing processes at a price that they can afford today,” affirms Philip Patton. Also, Aquilon’s multi-process approach to manufacturing and distribution planning and execution gives small manufacturers the tools that they need to plan and execute on.

Firstly, with the real-time nature of the software, the customer has real-time visibility to the state of their business. “This cannot be overemphasized as small business needs this data to react quickly to changing circumstances,” explains Greg Condon. Secondly, with audit trails and drill down at all levels of the software, the company endows the customers with the tools to double check and develop trust in the data and results before committing to producing the necessary inventory to meet this demand. Thirdly, Aquilon Software’s standard tools (functionality) calculate the real-time “made in” and “bought out” demand-driven requirements and produce suggested action reports based on “real world” proven algorithms. And, once the net requirements have been reviewed (by the operator), Aquilon Software generates the purchase orders and work orders saving the operator time at the same time as improving accuracy. (Manual keying of orders is eliminated).

Through this process, Aquilon Software helps customers become efficient and build only what they need to meet demand. “Long gone is the day that manufacturers are making the product in volume to get to the lowest cost, this does not work anymore, and if they do this they could go out of business at the hint of a downturn,” explains Philip Patton.

Aquilon Software takes pride in its loyal customer-base and the proficient team who can execute the customer’s requests quickly. Unlike the other companies that disregard customers’ ideas for improvement, Aquilon Software encourages customers’ ideas and requests and couples with the expertise of the team to develop a quintessential ERP system. Also, because the company manufactures its own development tools that go hand in hand with those of its partners, its able to control the costs of development and keep the end user price affordable.

Realizing the fact that still not many small manufacturers and distributors have accesses to powerful functionality rich ERP systems, Aquilon Software is committed to arming them with fully-integrated and feature-rich ERP System. The Company going forward intends to become the small business system of choice, with fast, reliable and scalable technology. “Changing ERP systems is very expensive, but with Aquilon, you have a system that will grow with you,” concluded Philip Patton and Greg Condon.