



Ultra Fasteners

Ultra Fasteners Secures a Smooth Operation with Aquilon Software

Thirty-five years after starting the business in his basement, Randall Brown's tamper-resistant fasteners are sold to customers around the world from the company web site, www.losspreventionfasteners.com. Almost right from the beginning, computer software was used to help manage the business. In fact, in Ultra Fasteners (previously known as O.E.M Hardware), became one of the first installations of Aquilon's precursor application package in North America in 1986.

That came after a demonstration of how the new ERP software application could support his business better, and at a much lower cost, than Randall's existing mainframe-based computer program. Implementation of the new system took less than a week and worked well over the decade that followed.

In 2000 Randall transformed the business to focus on loss prevention fasteners, and also changed how goods were sold by the company. Fasteners and other hardware were previously sold by regional salespeople, while going forward the web site was to be the primary selling platform.

The ERP software was able to support the transition, so when a new enhanced

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application became available under the new brand Aquilon Software, Randall was quick to adopt it in July 2012.

Ultra Fasteners uses those Aquilon modules that help manage a business whose operation involves taking customer orders and then machining and delivering those goods: Sales Orders, Sales Analysis, Contact Management, Purchasing, Inventory, and Report Management. At the core is the Finance module with its General Ledger, Accounts Receivable, Accounts Payable, and Bank Book.

Randall is very satisfied with the system, noting that he has the same functionality as much more expensive systems without the cost or hassle, commenting "We never do maintenance on the system, it just works," says Randall, adding "Aquilon is an extremely proven system, and I cannot imagine any other that is as stable -- not even my smartphone is this reliable."