



Press Release

Iris Technology Corporation



A&D Contractor uncovers Rare ERP offering, combining Government Contract Accounting & End-to-End ETO Manufacturing

FACT: The US military burns an average of 12.6 million gallons of fossil fuel daily. The transportation of fuel supplies to where needed is a massive logistical challenge and in combat situations, fuel convoys are prized targets for attack, exponentially increasing risk to personnel and operations. Compounding the problem, fuel-powered generators are highly inefficient and require a variety of fuels to safely operate.



Introducing Iris Technology Corporation, an electronic component & Department of Defense (DoD) contractor, Iris collaborates with numerous government entities that include US Air Force Research Laboratories, the United States Marine Corps and NASA, as well as prime contractors such as JPL, Raytheon, Northrop Grumman and Lockheed Martin. Located in Irvine, CA, Iris has delivered over 7,000 remote, self-contained man-portable power systems to the DoD through May 2015, reducing the need for fossil fuel deliveries to forward reaching commands. In addition, Iris develops and manufactures specialized control electronics for aerospace applications with an Engineer to Order focus.

For years, Iris had been using QuickBooks. *"We have struggled along with spreadsheets and manual entries recording every kind of manufacturing process. In addition, we have labored with duplicate entries to reconcile accounting to our manufacturing,"* said Maggie Slater, CFO & Program Manager. The company was resigned to the fact that if it wanted to realize expected growth and accommodate expanding project management needs, they needed to implement a new ERP system. *"We needed a scalable solution that was flexible enough to grow with us,"* explained Maggie. *"We were looking to quickly derive accurate estimates-to-complete and % completions for complex contracts. We also wanted to access real-time customer orders and shipments information, rather than waiting until closing at the end of each month."*

They began examining systems offering data access throughout the organization, eliminating silos of redundant data entry, and improved management of strict Government Contracts requirements. However Iris' expectations of an ERP that met all needs of an electronics manufacturer as well as Government Contract management (WBS, EAC, Flow Downs, etc.) were not easy to find. Initially Maggie Slater provided Mary Hansen, Contracts Administrator, with a list of 12 systems to examine and after months, Mary reduced the list to 2. One ERP appeared suitable for manufacturing but did not meet their Government audit needs, while the second was perfect for Government projects but the cost was high. Mary then heard of VISUAL ERP, but after already investing months reviewing other ERP's, was reticent to consider a 13th. In the end, the promise of an end-to-end ETO solution combined with Government contract capabilities garnered further interest and they scheduled an assessment of VISUAL.

Fully aware that Iris was already past their 11th hour of ERP evaluations, Synergy Resources, VISUAL's implementation team, were receptive and immediate in responding to all needs and requests. All the while they were driven to understand Iris' unique expectations and how best to utilize the system.

Over a period of 3 weeks, and 4 detailed demos, Synergy recommended Iris speak with another small A&D contractor using VISUAL. Years ago, a large contractor named Hughes Aircraft split into 3 divisions, one being Palomar Display Products (PDP), located in Carlsbad, CA. The contact at PDP, Cathy Esqueda, had been using VISUAL in a Government contract environment for years, and her acumen helped crystalize Iris' decision.

Impressed with the product and Synergy Resources, Iris began implementing VISUAL in August of 2015. ***"Synergy helped us dig into our processes to a level I'm not sure any of us had ever achieved in this manner before,"*** commented Mary Hansen.

Iris has two primary businesses: R&D and manufacturing prototypes for Aerospace Primes, as well as ETO manufacturing where they design and then sub out the manufacturing process before performing final assembly in their Irvine laboratory. Before VISUAL, Maggie had only a single report for both departments. Now she will be able to analyze and gain visibility into each department's distinct performances. VISUAL provides accurate, timely, and reliable information helping measure progress and allowing management to make more profitable, proactive decisions.

"VISUAL works well with common reporting tools such as Crystal, but we didn't want to increase the load on our IT staff with writing reports. The advanced reporting tools Synergy and Infor provided (Synergy SmartViews & VBI) were much easier, and any of our staff should be able to utilize them," Maggie stated.

As a bonus, VISUAL & Synergy will use Lean Manufacturing concepts and Strategic Business Services to help streamline Iris' processes and policies. ***"We will definitely have greater transparency of our costs and profits, earned value and cash position, with less effort than we expend today. As a result of this investment, VISUAL will allow us to continue our growth into the future,"*** said Maggie.

"VISUAL stood apart from the rest because of the user-friendly interface and the completeness of the package. VISUAL offers everything we need in one graphically enhanced system," stated Maggie Slater, CFO & Program Manager.