



## Commercial Hardware Manufacturer Maximizes Efficiency with DataMagine™ Solution

Kason Industries, Inc., headquartered in Newnan, GA, is a manufacturer of specialty commercial hardware and accessories for foodservice equipment, truck bodies, material handling and industrial fabrication. Kason products include SafeGuard® inside-releasing door latches, Trapper™ grease filters for commercial cooking hoods, and Easimount™ vinyl strip systems. The company, which started as a small machine shop more than 80 years ago, now has facilities in four states and Canada, and its specialty products are known as 'industry standard' in a variety of markets.

With an operation that large, Kason is flooded with paperwork—hundreds of documents each day—in its accounting, customer service, human resources, purchasing, and shipping and receiving departments. Adding to the paper avalanche is a federal requirement that the company maintain Material Safety Data Sheets (MSDS) for every hazardous chemical used in its facilities.

By the late 1990's, the paperwork had become overwhelming, said Roger Sharp, management information systems director at Kason Industries. "We literally had rooms filled with file cabinets, and we were running out of space." Moreover, staff often had to search in several places to locate the documents they needed, a process that was both time-consuming and outdated.

➤ "Our records are organized and up-to-date, and we no longer have a problem with lost or misplaced files. DataMagine has enabled us to work a lot smarter. Soon, we may not need paper at all."



SOLUTION AT A GLANCE

- > **Industry:** Manufacturing
- > **Challenge:** Specialty commercial hardware and accessories manufacturer with multiple facilities needed a flexible and robust document management system to simplify record storage and retrieval
- > **Solution:** The DataMagine document management solution from Agilysys, Inc.
- > **Results:** Increased efficiency, improved staff productivity, cost savings



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**Seamless Integration, Minimal Learning Curve**

Kason Industries decided to purchase a document management system to simplify record storage and retrieval. After reviewing several systems, the company selected the DataMagine™ solution from Agilysys, Inc., which combines robust functionality with easy implementation. Its patented platform-independent technology integrates seamlessly with existing business application screens with little or no programming required.

DataMagine scans, indexes and retrieves documents and computer reports for e-mailing, faxing or printing and allows staff to exchange documents both internally between multiple sites and externally with vendors and suppliers. It is supported by up to 1,000 levels of group and user security, making it one of the most dependable imaging and archiving solutions on the market.

The company was particularly impressed with DataMagine’s ability to link documents, such as purchase orders and receiving records, so that everything pertaining to a particular order was in one place. “We could easily see how the system could help us organize our files and maximize efficiency. The potential was enormous,” Sharp said.

Kason first implemented the DataMagine solution in its accounting department in 1999. Installation included the database, four scanners, links to the company’s AS/400 accounts payable application screens and computer forms applications, and the loading of client software on each workstation.

Implementation, including both administrative and end-user training, was conducted on-site during a one-week period. Staff from several

departments participated, because Kason was already looking to expand the system to other areas of the company. As new users were added to the system, Kason’s own staff trained fellow employees. “The learning curve is small,” Sharp said. “It’s a very easy system to use.”

**Saving Time, Cutting Costs**

Almost immediately, the accounting department realized an improvement in efficiency. Staff began scanning documents and indexing them in more than a half-dozen ways, including invoice number, invoice date, vendor name, vendor number, customer number and ship-to address.

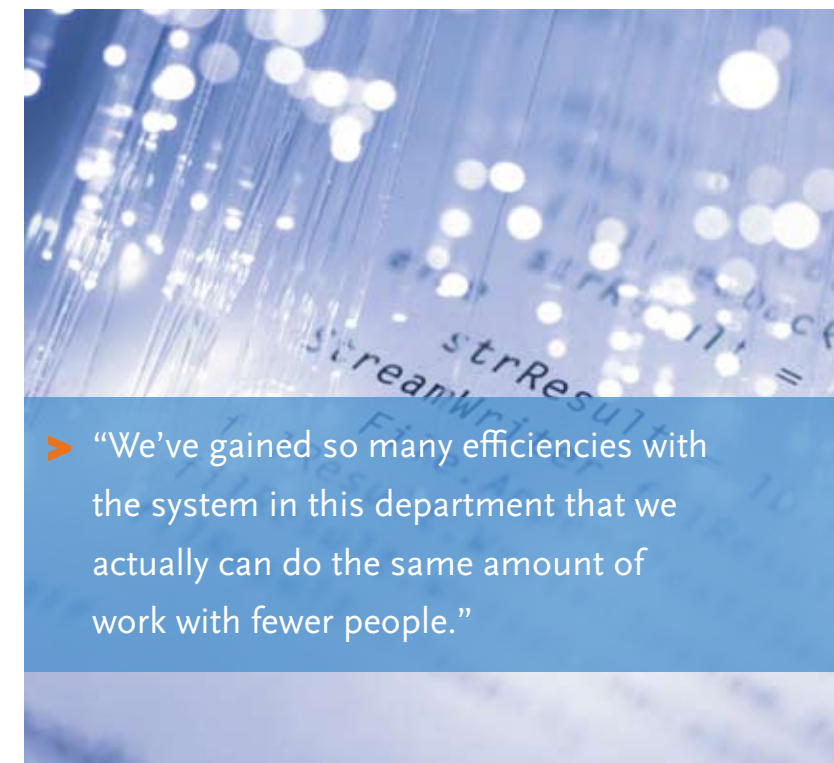
With DataMagine, it’s easy to access individual documents, because the software has captured the appropriate indexes during data entry. “Staff simply enters one of those indexes to view the relevant portions of the file,” said Debbie Gazaway, controller at Kason Industries. “If a customer has a question, we can see the entire paper trail.”

Within a year, the customer service and human resources departments began to use DataMagine as well. Now, almost every department—including engineering, purchasing, sales, and shipping and receiving—uses the DataMagine document management solution, and the company scans everything from employee time cards to quarterly 401K statements. Clearance levels vary from one department to the next. Only a handful of people are authorized to view payroll documents, for example, while invoices can be viewed by more than a dozen staff members.

In 2006, Kason implemented the DataMagine Web access module, which enables managers in other locations to view documents via the Internet. If those managers want hard copies, they simply print the documents themselves. The result is a savings in time and money. “DataMagine has allowed us to substantially reduce postage costs between offices,” says Gazaway.

Yet perhaps nowhere are the savings more apparent than in Kason’s accounting department, where DataMagine has enabled the company to reduce its staff by one person. “We’ve gained so many efficiencies with the system in this department that we actually can do the same amount of work with fewer people,” Gazaway said.

The document management solution proved particularly useful during a recent IRS audit. “It made document retrieval so fast and easy. We had everything pulled in just a few hours,” she said. “Without DataMagine, it would have taken days to gather all the files the IRS needed.”



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**Expansion Planned**

Kason Industries has been so pleased with the DataMagine solution that it plans to expand its use to other locations. “Eventually, we want our offices in California, Missouri, Ohio and Canada to take care of their own payables,” Sharp said.

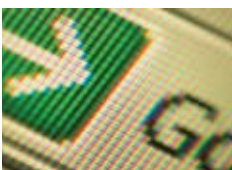


In the meantime, DataMagine is helping the company reduce paper flow, increase employee productivity and streamline the entire filing and retrieval process — all of which translates into a more efficient bottom line. “Our records are organized and up-to-date, and we no longer have a problem with lost or misplaced files,” Sharp said. “DataMagine has enabled us to work a lot smarter. Soon, we may not need paper at all.”

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### Who We Are and What We Do

Agilysys, Inc. is a leading provider of innovative information technology (IT) solutions serving corporate and public-sector customers, with special expertise in select markets, including retail and hospitality. We provide technology solutions – including hardware, software and services – to help customers resolve their most complicated IT needs. Our expertise includes enterprise architecture and high availability, infrastructure optimization, storage and resource management, identity management, and business continuity; along with software and services designed specifically for the retail and hospitality markets. We operate from locations throughout North America, and in the United Kingdom and China, with headquarters in Boca Raton, Florida.



For more information about DataMagine, please call 1-800-241-8768; or visit [www.DataMagine.com](http://www.DataMagine.com)

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