

ZIN TECHNOLOGIES



Solution Overview

ZIN Technologies
Cleveland, Ohio
www.zin-tech.com

Industry

Aerospace
Engineering

Scenario

ZIN Technologies wanted a windows based system that would grow with the company as well as track their various government contracts, audits, and their own commercial R&D.

Company Profile

ZIN-Tech has over 200 scientists, engineers, and technicians engaged in the development of specialized data acquisition and control systems, power converters, and optical-mechanical systems for aerospace and commercial applications.

Solution

ZIN-Tech chose Microsoft Dynamics SL and AccuNet to meet the requirements of their government and commercial contracts.

Technologies

Microsoft Dynamics SL
Microsoft Project
Microsoft SL Desktop

Benefits

- Track Various Government Contracts
- Maintain Accurate Audit Data
- Control Internal R&D Schedules
- Grow with the Company

For nearly five decades, ZIN Technologies (ZIN-Tech) has provided integrated products and spaceflight hardware development services to NASA and Fortune 500 companies. ZIN-Tech has over 200 scientists, engineers, and technicians engaged in the development of specialized data acquisition and control systems, power converters, and optical-mechanical systems for aerospace and commercial applications.

ZIN-Tech's experience base includes competitively awarded engineering contracts from both government and commercial companies. Their scope of experience includes scientific, technical, operational, and program management, as well as the disciplines associated with large, complex space programs.

SITUATION

ZIN-Tech was using an old Deltek DOS based system that limited their task structure, had questionable Y2K compatibility, restricted any modification or field changes, and rested on a database that was cumbersome for reporting.

"We weren't sure what was coming with Y2K and wanted to move the company onto a Windows platform including the project and accounting system," says Gary Mynchenberg, Chief Financial Officer.

The search began and ZIN-Tech reviewed an upgrade to Deltek CostPoint, Microsoft Dynamics™ SL and GP. They quickly ruled out CostPoint because it was not customizable and very proprietary. They needed a system with an open architecture to allow modifications and field changes to suit their special needs. They also ruled out Microsoft Dynamics GP because it had certain field limitations.

SOLUTION

AccuNet, Inc. and Microsoft Dynamics SL became ZIN-Tech's solution of choice, providing the open architecture they needed, drill down task structure for their multiple projects, easy reporting based on SQL Server for their auditing and compliance purposes, and a reliable, value added reseller.

"We wanted everything on the same platform and Microsoft was that product," continues Mynchenberg. "We chose Microsoft Dynamics SL before it was Microsoft because it was Windows based, only to be very lucky and pleased when Microsoft bought SL."

ZIN-Tech wanted to invest in a solution that fit their needs and had the financial backing to stay around for a while. AccuNet and Microsoft Dynamics SL not only meets their needs, but now Microsoft continues to secure SL's place in the market with an extensive R&D roadmap and AccuNet provides the support.

"It eases my mind to know that someone is forward thinking, Microsoft Dynamics SL and AccuNet will be around for a while," says Mynchenberg.

“Microsoft has a concept of where Microsoft Dynamics SL is going. It’s exciting and means we won’t grow out of it.”

Gary Mynchenberg
Chief Financial Officer

We offer solutions to Project Centric companies that help reduce the cost of operations and regulatory compliance while continuously improving business performance.

Microsoft project management and accounting solutions can help managers and staff structure and run projects with optimal cost-efficiency and profitability. With these innovative software tools, they can track the actual expenses of labor, materials, and other costs more easily. The solutions also allow them to be constantly aware of changes in key values so they can take needed action promptly.

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www.accu.com

BENEFITS

Track Various Government Contracts

“What’s very important in the research environment, is that each research customer needs to control their piece of the pie,” says Mynchenberg.

Commercial, Academic, and Military clients pay NASA to research engineer and aerospace issues and they, in turn, hire ZIN-Tech to do the engineering. With Microsoft Dynamics SL, ZIN-Tech is able to track the status of each NASA project and then generate individual reports that meet the specific requirements for each researcher.

“Once a month we are required to send our 533 Financial Reports to NASA,” says Database Analyst Renee Rubertino. “Before SL, generating the reports used to take me 10 days, now I can generate the 533 reports in two to three hours.”

Maintain Accurate Audit Data

ZIN-Tech’s status as a government contractor requires that they pass various audits throughout the year, including time sheets, rates, and purchase orders.

“With SL Desktop and electronic time sheets, we’ve enhanced our audit passings because it allows for the transfer of data quickly and accurately,” says Rubertino.

“The auditors don’t have to worry about our data because it’s an integrated system, cradle to grave,” continued Mynchenberg.

Control Internal R&D Schedules

ZIN-Tech also holds their own patents that they are turning into commercial success and more internal R&D. To keep their engineers on track, they use Microsoft Dynamics SL Project Control with Estimate at Completion capabilities to keep them on budget and on task.

“Engineers always want to make something better, but we need to make sure we stay on budget and meet our objectives,” says Mynchenberg. “SL allows us to do that.”

Grow with the Company

“We as a company are growing and want a system that grows with us,” says Mynchenberg. “Microsoft has a concept of where Microsoft Dynamics SL is going. It’s exciting and means we won’t grow out of it.”

“In addition, AccuNet provides value added services in the form of expert advice on unique accounting issues with timely and cost effective implementations of additional SL features,” continues Mynchenberg.