



Advanced Semiconductor Europe

ASI (Europe) Ltd, based in Eastleigh, Hampshire, supplies a comprehensive range of electronic components, spare parts and accessories for commercial and military applications. The company has offices in France, India and the UK. The costs of some parts are prohibitive and being able to supply OEM and refurbished alternatives provides ASI with a successful business model. The company has adopted My.N as an economic, effective solution to manage its business

Maria Tandon, ASI's Administration Manager, says that My.N has proven itself essential in dealing with large organisations where the documentation must follow their rules, otherwise the company is not allowed to quote or supply any goods. "Our previous software did what we required, but was far too expensive for the volume of orders ASI deals with," Maria explains. "We looked at several software solutions over quite a few months but could not find a solution for all our requirements in one package that was even close to our budget. Then we found My.N, explained our requirements, the pricing was competitive and the rest, as they say, was history."

Specialist requirements

Companies like ASI need to know that specialist or even unique requirements can be accommodated within its management software and become part of the standard feature set. That's where My.N excels. The company behind it has more than 30 years' experience ensuring its products can keep pace with technology, without sacrificing functionality.

"ASI had a requirement for Grouping and Line order to match various paperwork supplied by the customer," Maria offers as an example. "The My.N team found this change to be straightforward and took just a few days to capture the information for the production of the documents. The built-in Report Writer produced these documents for us to the exact specification.

"We were involved with all the steps required to go live, checking the processes, designing documentation and the preparation to move our accounts across into My.N."

Favourite features

Maria identifies many favourite features within My.N, including the ability to have all of the Accounts, Stock, Quotations and Sales in one software package to provide a complete overview of the company. She also likes the fact that ASI opted for a cloud-based implementation of My.N, removing the need to worry about software updates or anti-virus measures.

Easy access to data is similarly appreciated: "Whenever we want to export information, you just click on a grid of data anywhere and select export," Maria states. It's also handy to be able to change some of the field labels to match our business and we like the ability to create a copy test company at any time and to try new ideas there without risk to the live system."

"The Quote functions in My.N allow us to make a template. We can use the same quote, time and again, to produce Sales Orders. This has saved a lot of hours and eradicated errors. Being a multi-user system, we can look at supplier information in one window and in another, check orders, so cross-referencing becomes much easier.

Currency handling capability

Given ASI's high dependency on seamless international trading, the ability to work flexibly across different denominations is vital for success. "We deal with customers from all over the world," Maria confirms. "Currency control and the rate of currency exchange is straightforward in My.N. We can revalue parts of the ledger to reflect exchange rates when we produce our monthly figures, a feature which we use often."

Tailored, friendly support when you need it on the telephone

The final word is saved for the support that all My.N customers experience first-hand from the team that develops it. There is no anonymous call handling, or difficulty in figuring out who or what to contact. "Technical support is available at the end of the phone," Marina confirms. "Each of the My.N team members knows who we are and can dial in to our system and look at problems with us in real time. No having to open a support ticket and wait around for someone to get back to you."

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