

## NEW YORKER ELECTRONICS

### RELYING ON SAP BUSINESS ONE TO RUN MORE EFFICIENTLY



#### THE CLIENT

Founded in 1948, New Yorker Electronics is one of the premier distributors for passive and active electronic components. They provide new and innovative ways to deliver the highest quality service to their customers.

Headquartered in Northvale, New Jersey, New Yorker Electronics offers their customers commercial, industrial and MIL-Spec components. They also provide an extensive array of services throughout the United States, as well as Europe, Asia, and South America.

New Yorker Electronics is fully aware of the ever-changing world, which has led us to become a supplier of ROHS and Waste Electrical and Electronic Equipment (WEEE) compliant components.

#### QUICK FACTS

**Industry:** Passive Electronics

**Number of Employees:** <200

**Headquarters:** Northvale, NJ

**Website:** [www.newyorkerelectronics.com](http://www.newyorkerelectronics.com)



#### KEY CHALLENGES

- Former system lacked automation and standardization of quoting process
- Had EDI but could not implement new processes
- Prior system lacked reporting capabilities
- Needed increased web presence
- Needed better vendor integration

#### SOLUTION SUMMARY

- In 2011, New Yorker Electronics began working with Third Wave Business Systems
- New Yorker Electronics was brought live on SAP Business One on September 1, 2012
- After implementation, New Yorker Electronics gained better and more efficient integrations with trading partners through EDI and document automation
- Through reporting and real-time queries, SAP Business One has provided accurate, automatic, and timely information
- TaskCentre automated many manual business processes such as requests for quotes and new inventory item creation
- ZedIT eCommerce provides an integrated web platform

#### OPERATIONAL BENEFITS

- Since turning to Third Wave & implementing SAP Business One, the quality of information available to New Yorker Electronics has increased tremendously
- Employees are now freed up to focus on core business initiatives instead of spending too much time working with manual processes and reports
- New Yorker Electronics can now get answers to questions that give them a competitive advantage, prevent future business issues, and ultimately increase revenue and gross profit
- Automatic inventory hard allocations of both stock and pending purchase orders, along with barcoded labels and picking documents, provide explicit put-away and cross-docking instructions making warehouse operations more efficient
- Purchasing is automated through MRP, using customer demands, forecasts, and other stock status information





## OVERVIEW

Ari Frankel, Director of Operations at New Yorker Electronics was charged with the task of improving operations and helping the CEO grow sales. Since the Passive Electronics industry is unique in terms of quoting, New Yorker Electronics knew that they needed a solution to directly address their requirements. Coupled with their strong international presence, they knew changes had to be made and set out in search of the perfect solution.

The team at New Yorker Electronics ultimately selected SAP Business One and Third Wave Business Systems to address their quoting needs, reduce operating costs, and grow the company revenue

## A BETTER LOOK

New Yorker Electronics needed to better compete in the wholesale electronics industry through improved proposals and an increased web-presence.

Quoting was a big factor in their shift to implementing ERP software. Because the beginning stages of sales is so integral to what they do, they needed a way to standardize and automate the process. Additionally, they were looking to take advantage of EDI. At the time, their reporting capabilities were "laborious, costly, and limited to built-in reports," said Ari Frankel. Finally, they required a more prominent web presence to keep up with their competitors.

The executive team set out to find a business management system that enforced out-of-the-box best practices, GAAP accounting, yet still offer the flexibility and automation required for a medium enterprise.

Because Third Wave has vast experience implementing SAP Business One and other modules, they were able to demonstrate and deliver New Yorker Electronics' ideal business solution. They also implemented TaskCentre and ZedIT's ecommerce web platform to further tackle their needs.

*"There were a lot of challenges we had to overcome and SAP Business One with Third Wave Business Systems has definitely been helpful in overcoming those challenges."*

*-Ari Frankel, New Yorker Electronics*

## PRODUCTS IMPLEMENTED

- SAP Business One
- TaskCentre with EDIView
- ShipEasy UPS and FedEx Integration
- Credit Card Processing
- Electronic Funds Transfer
- Return Materials Authorization
- Advanced Productivity Pack
- ZedIT eCommerce

## THE END RESULT

New Yorker Electronics, with the guidance of Third Wave, has been able to address all of the challenges they were initially facing. With a successful pricing process in place, they are able to get all the information in and out of the system in terms of quotes. In regards to vendor integration, New Yorker Electronics can now view pricing information at their fingertips without having to even pick up the phone. They are able to reap the benefits of an automatic RFQ process, eliminating any unnecessary manual key-ins and can formalize their communications and documents with flexibility and ease.

As Ari explains, "Third Wave is responsive. They've done some amazing things for us and have really gone the extra mile in the last two and a half years." Thanks to Third Wave Business System's interest in developing New Yorker Electronics' capabilities to use SAP Business One, the company maintains a strong competitive advantage in their marketplace.

## ABOUT THIRD WAVE

Third Wave Business Systems provides business management software for small-to-mid-sized companies. Their SAP Business One, Microsoft Dynamics GP, and BOARD Business Intelligence solutions enable businesses to streamline their processes and obtain valuable insight into their operations. Headquartered in Wayne, NJ, Third Wave has the products, services, and people to enable their customers to achieve the maximum return on their business system investment.

## ABOUT NEW YORKER ELECTRONICS

New Yorker Electronics is a franchised distributor providing the best in products and services in the electronic components industry since 1948. With over 65 years experience, New Yorker Electronics prides themselves on their ability to be responsive, knowledgeable, and to deliver exceptional products and service to designers, engineers, and purchasing and procurement agents across the globe. Catering to all types of businesses, from large CM's & OEM's to the smaller end user, New Yorker Electronics carries the best brands and lines to suit any of your needs.

