

Areias Systems, Inc.

» 2007 Inc. 500 Qualifier



Industry

Design, prototype, and assembly of electro mechanical systems

Founded

2000

3 Year Growth

966%

Revenue in 2006

\$7.25 million

Web site

www.areiasys.com

Employees

43



*Clemm
Noernberg,
CEO,
Engineer,
Areias
Systems*

What Areias Systems does:

Makes and assembles electro mechanical subsystems for the semiconductor, solar, medical, hard drive, energy conservation, and security industries. Their specialty is small volume, high mix, quick turn.

Why it's growing:

Fast turnaround and exceptional customer service. Because of their organizational skills, Areias goes from concept to product within an impressive time frame.

Their system for success:

Despite potentially chaotic expansion (growth from the founder in his garage to 43 employees in a 15,000 ft. plant processing over two million kitted items in 2006 alone), Areias is a model of organization, control, and speed. According to its owner, much of that speed and control derives from the accessible information provided by their MRP system, Alliance, Exact Software, Mpls., MN.

Three-Year Growth: 966%

How I Did It:

Clemm Noernberg, CEO, Engineer, Areias Systems

I started my company 7.5 years ago

to have more time for my own personal desires. I was looking for a good balance between work, family, and sports. With \$2000 and the promise of consulting work from another business owner, I converted my garage into an office.

Having previously worked at a company that assembled electro-mechanical systems, I understood the importance of tracking parts and assemblies being purchased, worked on, and shipped. I selected Alliance, implemented it carefully, and have not regretted my choice. Running MRP from day one made a big difference.



First I focused on design, then I started bidding on assemblies, buying equipment as I went.

I began to gain control over my life.

I surfed more, had more free time, though I'm a workaholic by nature. Alliance was a big factor in the growth of the company because we were able to control the work flow, moving from \$750,000 in sales in 2003 to \$7.25 million in 2006.

We easily track jobs and material, a long ways back if necessary. The beauty

Areias Systems, Inc. *(continued)*

of Alliance is we know how much inventory we have and how fast we can build a job. We're small volume, high mix, and real quick turn.

The main benefit of Alliance is a central location for all our information. For a company on a budget, Alliance is a strong tool—MRP, CRP, inventory, purchasing, scheduling, a part master and unlimited BOM. Plus serial number and lot tracking.

Speed distinguishes us and Alliance supports that. Sure we've had a few hiccups. One time the whole database crashed, locked us up. But we had it back running 1.5 hours later thanks to Alliance support.

I wanted a good MRP system in place from the get go. With Alliance, we definitely impress our customers when they see how we use the system. And there is more to learn.

The Inc. 500 Award? I never expected to grow this much, though I am proud of it. I just wanted a job that allowed me to surf and spend time with my family. My wife, Kathleen Dougherty, is a CPA, and now CFO of the company. I ride my bike to work, can walk home. My title is CEO, Engineer; someone else is president. With luck and effort, I have been able to assemble a team of good individuals who make correct decisions most of the time, kind of like high batting averages. I still have a team member, Michael Nunns, who worked with me in the garage and has greatly influenced our growth.

We put performance above money. We offer good engineering skills. Most of all, our niche is quick turn, going from concept to product with record breaking speed. Alliance is a big factor in that.

For more information about Exact Alliance, call 1-800-777-4334, or visit www.exactamerica.com/alliance.

