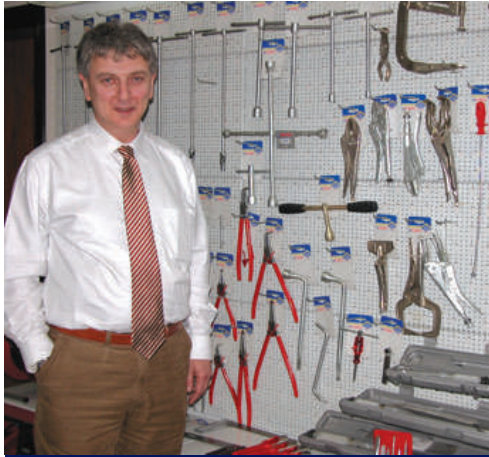


Turkey's first hand tools manufacturer works toward target with Netsis



We decided that Netsis was the best ERP package for us because their solutions are easily comprehensible, their modular architecture meets the requirements and is open to development, the company provides technical support and has a structure that provides quick and accurate information.

Founded in 1968 in İzmir with Turkish-German technical collaboration, Turkey's first hand tools manufacturer, İzeltaş, today, produces 10 million units of 3,000 different kinds of hand tools in its plant which spreads on a land of 30,000 sqm. The company furthermore produces maximum 10 kilogram wrought ironwork and provides services to numerous other industries, primarily to the automotive sector, and the agriculture, defence, aviation, mining, maritime sectors as well as numerous public institutions.

Not confining its activities within Turkey, İzeltaş offers its quality and reliability also to the international market. The company exports nearly 50% of its production. İzeltaş targets to expand its product range and raise the quality of its products, thus increase its export volume to 10 million US Dollars by 2006. The manufacturer holds the TÜV-GS approved safety the K-Q-TSE-EN 9000 and German TÜV certificates.

In our interview, İzeltaş's General Manager Ender Yorgancılar emphasised that they found Netsis to be the best suitable solution among the ERP packages, and added that this was due to the

easily comprehensible quality of the Netsis solution, its modular architecture which is open to development and meets needs, the availability of technical support and the company's structure which facilitates quick and accurate information.

Integration was successfully executed with Netsis

Indicating that they have preferred to work with Ege Bimtes, the successful Netsis solution partner, that has the capacity to provide full support in software, system and technical hardware with vast experience and productive execution structure, Mr. Yorgancılar drew attention to the fact that the transfer of the existing structure to the system and training activities have started within a very short time. Explaining that the project had started first with the renovation of the network and the installation of the servers, Mr. Yorgancılar expressed that the process also included the establishment of the infrastructure that is required to perform remote connectivity. Mr. Yorgancılar also indicated that the staff that worked in the execution process had not experienced any difficulties because the system was

upgraded from an older version of Netsis. The import-export department was additionally transferred to the Exwiz programme of DBI Soft and the integration was successfully established.

Netsis satisfies İzeltaş's expectations

Ender Yorgancılar stated that even though some minor difficulties had come up at first during the transition from Netsis solutions to Fusion Standard, these have been quickly resolved and the system was running flawlessly. He explained that they have rearranged their warehouse, organised their information flow and continued to implement the process of gathering all departments under the same roof. Mr. Yorgancılar indicated that they have already begun to run the Requisition/Quotation and Purchase Modules in the application, and that they would review their goals and implementation before the end of the year.

Advantages which Netsis introduced to İzeltaş

- The departments have been gathered under a single structure, thus unnecessary data entry reduced.
- More data can be entered at a higher pace.
- Reports are prepared in less time and serve the purpose.
- Accuracy and security of data have increased.
- Customer risk management is achieved.
- Management reports are diversified.