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—GLEN COBBETT, DIRECTOR OF FINANCE, AVEDIS ZILDJIAN

About the company.

Avedis Zildjian was an Armenian alchemist in Constantinople in the early 17th century. While attempting to create gold by combining base metals, he discovered an alloy of copper, tin, and traces of silver with unique sound qualities.

In 1618, Avedis used his secret alloy to create cymbals of spectacular clarity and power. As Avedis’ reputation grew, the Sultan gave him the name “Zildjian” in Armenian, a word meaning “son of cymbal maker.”

That same business is now nearly 4 centuries old and has been passed down to Zildjian heirs for 15 generations. Relocating to American in 1929, Avedis Zildjian III moved the factory to Massachusetts. Today, Avedis III’s two granddaughters continue the family tradition in what is recognized as the oldest family-owned business in America.

The company’s products are used by acclaimed musicians worldwide, and most recently were featured in the soundtracks for the Harry Potter movie series. To learn more, please visit www.zildjian.com.

Avedis Zildjian Gets Better Financial Data Faster with F9

Setting the strategy.

At first glance, one might expect a cymbal manufacturer founded in Constantinople in the early 17th century to be more concerned about preserving time-honored traditions than exploring new technologies, but The Avedis Zildjian Company, Inc., based today in Norwell, Massachusetts, has found a way to blend old and new successfully—and wouldn’t have it any other way.

“Avedis Zildjian was an \$18M company with a 3-person finance department when I started working here in 1993,” said Glen Cobbett, director of finance. “Eighteen years later we are a \$50M company with a four-person finance department. Zildjian stays competitive by managing costs, and F9 is one of the tools we use to help manage those costs.”

Getting business specific.

For Zildjian, F9’s key benefit is all about providing better data faster to the people who need it. That’s especially important today as metal prices soar and competition increases in the music industry. F9 links General Ledger data from Infor10 ERP Business (SyteLine), Zildjian’s ERP system, to Microsoft Excel for fast, flexible reports that are “quick gets” for company executives.

“The ROI has really been in time savings,” Cobbett said. “Preparing monthly financial reports literally takes minutes with Infor F9—giving us more time to analyze the data in the reports. The Excel interface allows the finance department to quickly retrieve financial data from our accounting system and then forward the information to other departments for further analysis.”

According to Cobbett, most executives at Zildjian were familiar with Excel spreadsheets, so their response to F9 was extremely positive. “They not only can see the data quickly, but also can work with it. That is a great benefit. And they appreciate the reports in F9’s electronic format rather than receiving them in bulky paper spreadsheets.”

In addition, audit and tax schedule preparation is no longer a time-consuming task. Cobbett’s finance group has become more self-sufficient. “We no longer require time and assistance from the IT department to complete the monthly financial reports,” he said.

Zildjian purchased F9 in 2002 to interface with the accounting software it was using at the time. In 2007, the company switched to Microsoft FRx when it migrated to Infor SyteLine as its ERP system, but it returned to F9 in 2009 when Microsoft discontinued the FRx product. According to Cobbett, it was exactly the right move.

“F9’s key strength is its ability to change as our business needs change. It would take days to update the SyteLine financial reports each time we added a new product line or changed reporting relationships. Updating F9 is as easy as adding a row or changing a formula in Excel.”

Seeing results.

Cobbett appreciates F9 to track statistical units such as products sold by region and average pricing costs. “SyteLine allows us to establish statistical accounts, but the information is not included in the General Ledger,” he said. “When we upload the SyteLine data to F9, the system pulls the statistical information along with GL. We can show not only sales dollars but sales units. It’s a great tool for us to quickly and easily see how we are performing in any given region with any given product.”

Cobbett described some of his favorite F9 features that enable this type of analysis: “I can retrieve account activity for specific accounts and fiscal periods using the CHART function with a combination of account ranges and wildcards. I also use the CHART function to quickly generate a trial balance in Excel. I use the BSPEC function to summarize data in a table format within Excel.”

For example, he uses BSPEC to create a sales revenue spreadsheet that lists Zildjian’s product lines in rows and sales regions across the top. A reader can quickly see total sales by product line by looking at the totals in the last column, or see total sales for a region by looking at the last row.

He also appreciates F9’s drill-down features, a real differentiator that enables tracing of numbers back to their origins with the click of a mouse. If Cobbett has a question about any number in a financial report or budget, he can drill down for details quickly and easily, analyzing any balance by the various account code segments or by the general ledger transactions that created it.

Customer Facts

- ▶ **Company** Avedis Zildjian
- ▶ **Solution** Infor ERP (SyteLine)
- ▶ **Product** F9
- ▶ **Industry** General Manufacturing/
Metal Fabrication
- ▶ **Country** USA

F9 has helped Avedis Zildjian to:

- ▶ Stay competitive by managing and monitoring cost performance of all operations in real-time, along with planned spending and potential risks.
- ▶ Provide better financial data faster to the people who need it.
- ▶ Significantly reduce the production time of monthly financial reports to just minutes.
- ▶ Maximize accounting personnel by eliminating rekeying of information, promoting accuracy, productivity, and more time for analyzing data.
- ▶ Easily track statistical units such as products sold by region and average pricing costs.
- ▶ Modify ad hoc reports and accounts, enhancing flexibility.
- ▶ Quickly obtain any detail needed with the drill-down capability.
- ▶ Simply consolidate financial statements across two companies.

Doing business better.

Zildjian implemented F9 in approximately three weeks and was one of the first companies to use it with the SyteLine system. “F9 requires no maintenance once the initial setup is complete. We have scheduled it to update automatically every night, so the F9 data tables and the SyteLine data tables are always in sync.”

F9’s ability to handle multi-company reporting is another benefit as Zildjian grows. With Zildjian’s merger in late 2010 with Vic Firth, a leading drumstick manufacturer, F9 will enable the two companies to produce consolidated financial statements automatically once Firth is set up with the Infor ERP system and F9 for financial reporting.

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AVEDIS ZILDJIAN

There is a better way.

At F9, we work with a core belief. We believe in the customer. We believe that the customer is seeking a better, more collaborative relationship with its business software provider and a new breed of business software: created for evolution, not revolution.

Software that's simple to buy, easy to deploy, and convenient to manage. Over 30,000 customers around the world stand with us. We look forward to your sharing in the results of our belief.

For additional information, visit www.f9.com.

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