

Section 02

# Who Can Benefit From ERP?



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## **Becoming More Efficient**

If you see companies in your industry outpacing their peers, the secret is likely to be the implementation of an ERP software system that has streamlined their processes and enabled them to meet their Lean Manufacturing goals and standards. They're getting orders out faster and improving their bottom line.

It doesn't matter what manufacturing model or models are being employed in your shop. ERP software is scalable to fit all the different models. The more complex your operation, the more benefits you'll realize through the implementation of a comprehensive ERP software system.

# Manufacturing Models Benefiting from ERP

Whether a company does government contracting, engineered-to-order, make-to-stock, make-to-order or a mixed mode of manufacturing models, ERP's streamlined process can improve the processes associated with that model to make it more efficient.



With Global Shop Solutions we know instantly if we have a part in stock, the quantity, and where they are located.

— Paul Mills

Engineering Manager  
R.O.V. Technologies, Inc

## Make-to-Stock

Tight inventory management and accurate forecasting are two critical components in the Make-to-Stock manufacturing model. ERP software provides real-time inventory visibility and automated purchasing to increase inventory turnaround. Scheduling and planning components improve forecasting accuracy. Make-to-Stock manufacturers will benefit from ERP software that offers:

- Lot and serial number tracking
- Multi-location inventory control
- Purchase and receiving applications
- Purchase history per vendor
- Materials Requirement Planning (MRP)
- Production and capacity planning
- Automated purchasing



22% of Global Shop Solutions ERP software ROI comes from improved profits through lean practices, better inventory management, and better purchasing.

22%

## **Make-to-Order**

Accurate real-time data and scheduling visibility is critical for the fast pace of Make-to-Order manufacturing. The single entry, central database system of ERP software provides the management of a Make-to-Order manufacturer with the critical information they need to make quick decisions. The best in ERP software offers the Make-to-Order company these benefits:

- Shop floor control and data collection
- Real-time job costing
- Material and order tracking
- Order driven scheduling and material requirements
- Cost estimating for both parts and assemblies
- Integration with CAD



**Global Shop Solutions gives us the visibility which has helped to reduce our inventory carrying costs.**

— **Chad Cole**  
Head of Logistics  
Wright Metal Products

## **Mixed Mode**

Flexibility is the name of the game when your company operates a variety of lines using different models. ERP software offers that kind of customizable system where, even with a mixture of models, you can still streamline your processes and reduce redundant entries. ERP software can simplify the reporting of a complex operation by providing:

- Real-time job costing and scheduling
- Work-in-progress reports
- Work center load details and efficiency reports
- What-if scheduling; finite and infinite scheduling
- Multi-level BOM scheduling
- Master work order schedule
- Automated purchasing



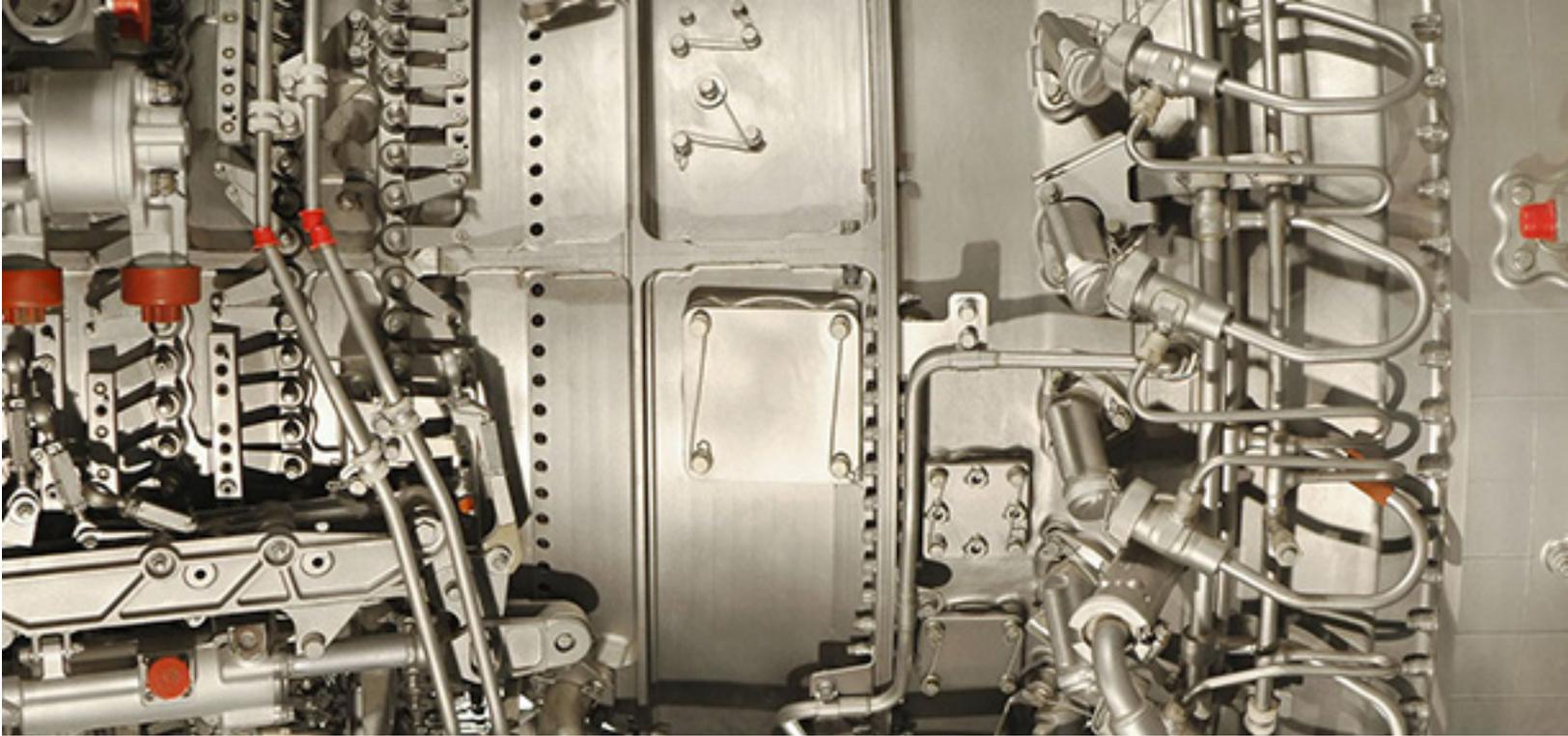
25% of Global Shop Solutions new sales revenue is invested in research and development.

25%

## Engineered-to-Order

When your process begins right at the drawing board of custom engineering, ERP software starts there too. An Engineered-to-Order manufacturing model can expect the following benefits:

- Integration with CAD to reduce duplicate entries and provide drawing and revision control
- Automated capture of engineering costs
- Discover potential scheduling conflicts and limitations
- Dynamic updates reflecting inventory and purchasing requirements for all projects
- Real-time project management analysis of costs versus estimates allowing for mid-project adjustments
- Contract and change orders integrated with billing, job costing and project management keeps accounting in sync with project progress



We use  
virtually every  
aspect of the  
Global Shop  
Solutions to  
streamline our  
production and  
administrative  
processes.

— **Kevin Pelletier**  
Marketing Manager  
Teledyne Varisystems

## DCAA/Government Contract

Compliance with government regulations requires specific and detailed reporting. ERP software reduces the administrative aspect of government contracting. No special spreadsheets for tracking and reporting government required data. Superior ERP software eliminates the need for redundant entries and outside tracking and reporting for government jobs. ERP software makes it easier to:

- Meet DCAA compliance requirements for Aerospace, Department of Defense and other agencies
- Manage all CSCSC categories for the organization
- Maintain multiple level budgets, original and current
- Generate government required reports

# Industries Benefiting From ERP

The range of industries using and benefiting from the use of ERP software covers the entire spectrum of manufacturing. The flexibility of the software enables every industry to customize the components to meet their specific tracking and reporting needs.



Now our sales, operations and logistics people are all looking at the same information all the time.

—George Halages  
President  
Archer Advanced Rubber

Whether the base manufacturing material is wood, metal, plastic or rubber, the basic challenges facing each industry remains the same for achieving a lean manufacturing model.

### **Wood Products**

ERP software facilitates the lean manufacturing goals of wood product manufacturers from multiple directions. Customer satisfaction in this industry is all about providing what the customer needs, when they need it. The automated order processing of ERP software can make one-off orders profitable and secure your position as a preferred vendor with your clients.

The accuracy of real-time, bar-coded inventory control means you know exactly where each piece of material is located, what you have in stock and what's on order at all times.

### **Rubber**

Integrating shop floor control and administrative business management through ERP software keeps the ever-changing rubber industry ahead of the game. Real-time visibility of your resources in inventory and in the supply chain allow for time-sensitive adjustments that can save money and keep production flowing. ERP software with an advanced resource planning component keeps every aspect of the business in sync.



## Plastic

Plastic manufacturers supply almost every other type of industry. Shop floor flexibility and tight cost control are two crucial components ERP software provides to these manufacturers, keeping them competitive. The detailed cost analysis offered by premium ERP software systems also allows management to see which orders are producing the best return and what areas need to be improved upon.



## Metal

Metal fabrication requires a skilled labor force. Knowing exactly how many hours go into each piece and each project allows a company to accurately price their work. ERP software removes the guesswork from cost accounting and gives management immediate access to real-time data, not just after the project is complete. This allows for mid-project adjustments to maintain budgeted hours and meet promised delivery dates.

# 40

YEARS IN BUSINESS

Global Shop Solutions has nearly 40 years of successful direct software development, sales, and support.



**Global Shop Solutions gives us the flexibility by allowing us to create all our jobs to specific order.**

— **Amir Saket**

Operations Director  
Corsair Electrical Connectors

## **Aerospace**

ERP software designed to facilitate government contract forms and reporting is making the aerospace industry more efficient. Integration with CAD and real-time sharing of information from engineering with the shop floor and cost accounting keeps projects moving forward according to schedule.

ERP's central data source integrates information from every piece of the process reduces administrative labor costs, tightens inventory control and improves cost accounting accuracy.

## **Display Fixture**

Accurate forecasting and quick response to the fluctuating retail market is crucial for the display fixture industry. ERP software provides the detailed labor and material tracking this industry needs to remain profitable. The single entry of information from production and billing that automatically populates CRM screens is improving customer service for users of the most comprehensive ERP software systems.

## **Green Manufacturing**

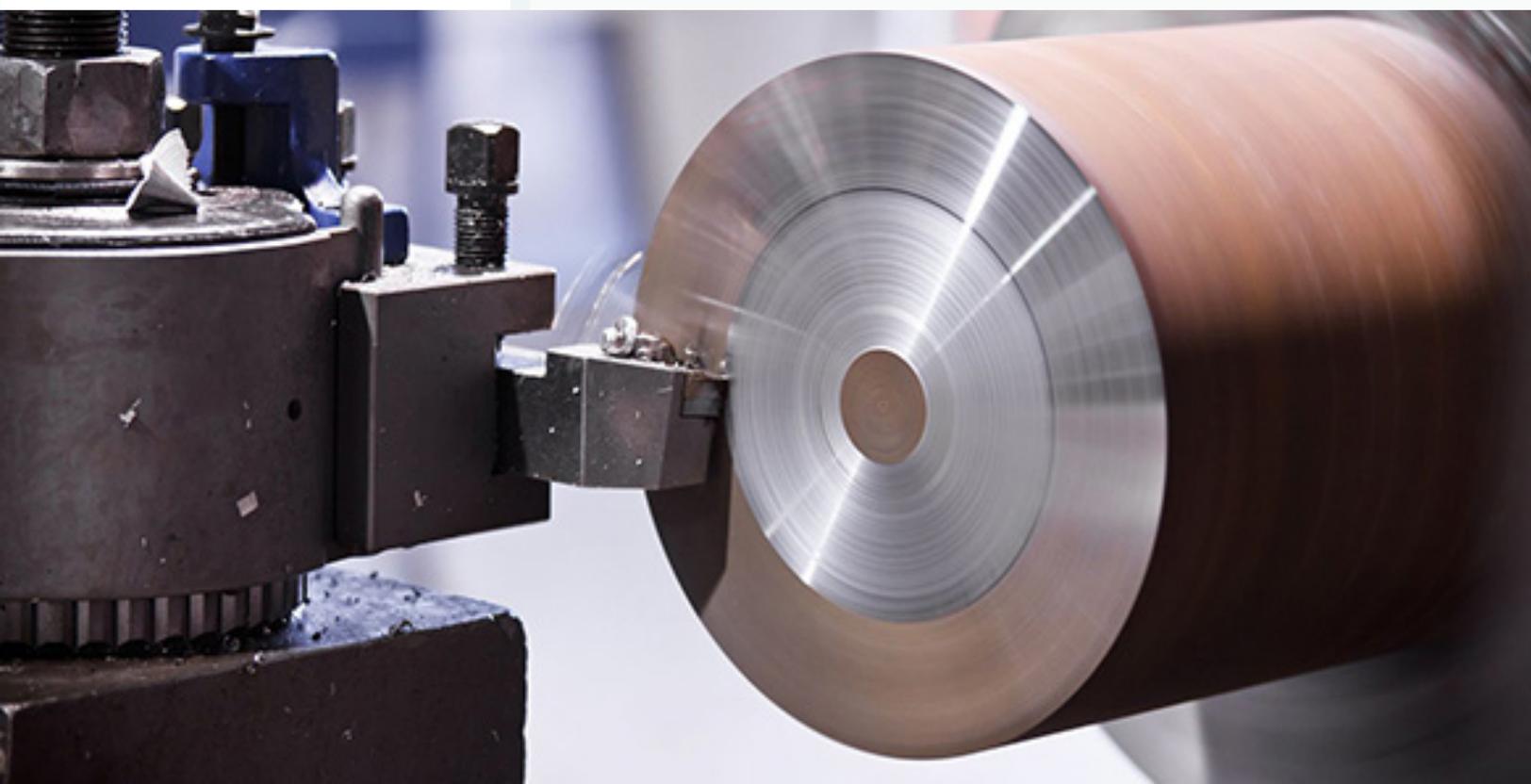
Lean manufacturing is green manufacturing. ERP software is all about eliminating waste – wasted time, wasted materials, wasted energy. Detailed tracking of materials and costs is the first step in



determining where that waste is occurring and finding ways to eliminate it. With the detailed and customizable reports available through the best ERP software programs, management has the tools available to accomplish their green manufacturing goals.

## **Machine Shop**

Machining requires exact precision on the shop floor, yet many machine shops have not sought out that same precision in their software management. ERP software provides precise tracking of labor productivity and job costing. Being able to demonstrate that your cost accounting is as accurate as your machining process becomes a big selling point many more machine shops are utilizing the efficiency of ERP software.





## Automotive

Whether you're a small parts shop or one of the largest automotive assembly plants, you're affected by the fluctuating automotive market. Lean manufacturing is critical to turning a profit in this industry. ERP software is designed to trim all the fat and guide the automotive manufacturing industry into leaner operations. The scalability of ERP software that allows it to fit any manufacturing model and any size of company has made it the mainstay of software choices in this industry.



## Soft Material

Foam manufacturers and others in the soft material industry are cutting back on waste and improving their percentage of on-time deliveries through the efficiency created by using ERP software. Duplicate entries of data through different software portals are eliminated with an ERP system. This improves accuracy and decreases administrative tasks that can hinder the production flow and profitability of the company.

# #1

CUSTOMER SATISFACTION

Customers rank Global Shop Solutions training resources as one of the most important and satisfying aspects of the company.



**Global Shop Solutions has helped Calnetix become the business we are today because of its ease of use and flexibility.**

— **Ian Hart**

Chief Financial Officer  
Calnetix Technologies

## **Furniture**

Customer service plays a strong role for furniture manufacturers' success. Having your CRM software fully integrated with order processing and real-time delivery data is crucial to providing the level of service your customers demand. Furniture manufacturers who utilize ERP software that automatically populates CRM screens with current data are taking the lead in their industry.

Not only can they give quick answers to their clients about orders, the streamlined process on the shop floor means orders get out faster and profits increase.

## **Electrical Device**

Flexibility and quality control are high on the top of priorities for electrical device manufacturers. The high-tech world of electrical devices operates in a state of continual evolution and change. There is no time for searching for information or the latest schematic; it needs to be immediately available to everyone connected with the project. ERP software fulfills the needs of this fast-paced industry. All processes are trimmed lean, so that both production and administration can operate at maximum efficiency.

## General Manufacturing

Regardless of your place in the manufacturing industry, accurate capacity forecasting and tight controls from the shop floor to the front office are what makes a manufacturer profitable. ERP software provides all levels of management with the tools they need to improve their piece of the process. From sales representatives to the worker on the line, everyone in the organization experiences the benefits of ERP efficiency. It doesn't just improve the bottom line; it improves the whole work environment, providing a positive attitude that expects and generates success.

## Medical

Certificate of compliance and "cradle to grave" tracking of parts are just two of administrative complexities that are a part of manufacturing for the medical industry. Having those details automatically updated throughout your system with one entry is one of the benefits of employing comprehensive ERP software in this industry.

The high-level clientele of the medical manufacturing industry expect top-level quality control. Medical manufacturers using ERP software demonstrate their commitment to that high standard of control.





We were instantly sold on Global Shop Solutions powerful Advanced Planning and Scheduling application.

— Ron Tedder  
Director of Operations  
Forma-Fab Metals

## Machine Building

Time can be wasted just simply directing workers to their appropriate tasks in the machine building industry. With the detailed scheduling system available through comprehensive ERP software systems, everyone knows where each project is on the schedule and where they fit into the sequence. The automated time tracking records labor hours for each individual and each part of the process they are involved in. ERP software is trimming labor hours and increasing profits for the machine building industry.

**ERP software** isn't for certain types of manufacturing models or specific industries. It provides the flexibility to address the needs of any company in the manufacturing industry in a way that is customized to their own operation.

# Schedule a Demo

# 888.966.8567

Ready to take the next step?  
Call today for your FREE no-obligation ERP demo!



You have just completed the second section in a multi-part series. To access the rest of the series and other valuable downloads please visit [ERP.GlobalShopSolutions.com](http://ERP.GlobalShopSolutions.com)

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