



Advanced Dynamics

“Over the past 10 years Questica ETO has helped our company become successful locally and internationally”.

Ron Gill, Systems Specialist

Company Overview

Located in St Bruno, Quebec, Advanced Dynamics is a management owned company that focuses on engineering, designing and manufacturing of custom heavy duty material handling systems. It designs and builds custom material handling systems for both the pulp and paper industry and the primary metals industry. Established in 1965, it has grown into a well-known player in the paper and pulp industries worldwide. The company also has offices in France and a manufacturing plant in India.



Business Challenge

Like most custom design manufacturers, Advanced Dynamics had issues with communicating information between all departments. In engineer to order companies it is especially important to streamline the Bill of Materials (BOM) process from Engineering to Purchasing and Receiving. What Advanced Dynamics lacked was the ability to create a feedback loop for when materials were required, purchased and delivered. An increase in communication amongst departments was pertinent in order to avoid purchasing mishaps such as purchasing too much or too little, and overpaying for items when time is of the essence.

Wasted time with double data entry is an ineffective use of employee time. There was a need to purchase a system that would save employees time and the company money.

Solution

Miscommunication between departments and multiple data entry points were key reasons Advanced Dynamics started its search for a software system. After looking at several systems, management sought out Questica ETO as it had heard about it from another custom design manufacturing company called Handling Specialty in Grimsby Ontario. Advanced Dynamics was pleased with what Questica ETO had to offer and how other small to mid-sized engineer to order manufacturers spoke highly of the software system. The Questica ETO software solution was written by engineers for ETO manufacturers

Questica ETO is a complete ERP system and integrates Advanced Dynamics' business from the Sales Proposal Phase to Shipping. It simplified their business processes, sped up production and provided real-time management information. The net result is that Advanced Dynamics became more competitive locally and internationally and grew into a successful company.

Overview:

Size of Company

140 employees in Quebec office

Industry

Pulp and Paper

Primary Metals

Location

St Bruno, Quebec — Canada

Office in France as well and manufacturing plant in India

Business Challenge

Advanced Dynamics lacked communication between all departments which lead to data duplication and time wasted.

Solution

Questica ETO is specifically designed for the custom design manufacturer. Our system integrates your whole business from Prospecting to Shipping.

Business Benefits

- Streamline BOM Process
- Integrate with CAD Software
- Configurable
- Uniquely ETO
- Increase in Communication
- Eliminate Data Duplication

For More Information

Further information on the Questica ETO software system can be obtained at:

www.engineertoorder.com

Business Benefits

With over 10 successful years using Questica ETO as its ERP software, Advanced Dynamics has grown into an international player in the paper and pulp and primary metals industries. Their recently purchased manufacturing plant in India also has implemented Questica ETO and is now Questica's first overseas customer.

Streamline BOM Process

For custom design manufactures, like Advanced Dynamics, nearly every order starts in Engineering and to the frustration of management seems to stay there far too long. Designers are fearful of releasing Bill of Materials (BOM) information too early because of the problem that change requests can create for them. The result is that Purchasing receives information too late and is unable to purchase in time or at attractive prices. With Questica ETO, the engineers at Advanced Dynamics can create BOM's quickly, and with the integrated doc and release system can release data frequently. Questica ETO provides dynamic integration with purchasing.

Integrate with CAD Software

Questica ETO has true 3D CAD integration capabilities. With a dynamic Bill of Materials process, Questica ETO allows the flexibility to not only create but also change a project's Bill of Materials prior to, during, and even after its release to Purchasing and Manufacturing.

After purchasing Questica ETO, Advanced Dynamics worked with Questica to customize an Autodesk Inventor Add In. Later Advanced Dynamics moved to SolidWorks and it further streamlined their engineering process. This integration was important for it would ensure that BOMs could be linked to specific projects and adjusted as the designs changed.

Configurable

Like many engineer to order companies, Advanced Dynamics likes to customize things, including the Questica ETO software they purchased. Even though Questica ETO already mimics the way engineer to order manufacturers run their business and therefore is very intuitive and easy to use, it has the flexibility to still be configured to meet the specific needs of individual organizations.

Happy with what Questica ETO has done for the Advanced Dynamics' Quebec office, the owners also bought and implemented Questica ETO in their newly purchased manufacturing plant in India. Questica ETO has helped Advanced Dynamics become an important player in the international pulp and paper market.

Uniquely ETO

Over and over we hear that when our customers were looking for an ETO software system, Questica ETO was the only one they found that understood the unique needs of custom design manufacturing companies. When Advanced Dynamics was looking for a software system, they were pleasantly surprised at how Questica ETO simulated their business procedures. The Questica ETO software system is unique as it mirrors the workflow and processes of custom design manufacturers. Questica ETO was developed with the support of custom design manufacturers and all of our customers are ETO.

Increase in Communication

Although it is difficult to come up with a number to quantify savings of time and cost, Advanced Dynamics has had a significant increase in communication amongst their departments, especially engineering and purchasing, which in turn has saved the company time and money.

Miscommunication is no longer an issue as all pertinent data is visible in Questica ETO and accessible by all employees. With the manufacturing plant also using Questica ETO, everyone has a complete picture of all materials and projects.

Eliminate Data Duplication

Data duplication is now a thing of the past. At Advanced Dynamics employees save time by only entering data into one database. No longer are there multiple spreadsheets and emails going back and forth between employees, which lead to data errors being made. Employees can track jobs and pull pricing information with 100% accuracy.

For More Information

Questica ETO is a comprehensive system, integrating your business processes from Prospecting to Shipping. It was developed in collaboration with a group of engineers to ensure the system would meet the unique needs of ETO manufacturers.

Further information on Questica ETO can be obtained at www.engineertoorder.com.