



“Questica ETO can do anything and everything that we need”.

Al Bass, Business Unit Manager

Company Overview

Dane Systems is located in Stevensville, MI and is now under the JR Automation Technologies brand. In this case study the company will be referred to as Dane Systems as it is this branch that currently uses Questica ETO.

Dane Systems was founded in 1990 by a group of design engineers and skilled tradesmen to supply special machines to the automotive and electronic/computer industries. For more than 26 years, Dane has been applying cutting edge technologies like robots, machine vision, laser welding, DC Welding, non-synchronous and synchronous platforms and automatic testing to their custom designs.

Now under JR Automation Technologies it is growing to meet customer demands and is focused on staying at the forefront of automation technologies.

Business Challenge

Dane Systems wanted to have more visibility at all stages of their projects in order to ensure that they were completed on time and were profitable. From prospecting and quoting to engineering and purchasing, information was located in several spreadsheets, leading to multiple data errors.

Staff was tasked with the job of trying to find out when parts were available by physically walking out on the shop floor and looking through shelves of material. This process was inefficient and resulted in inaccurate data when staff had to work off of excel spreadsheets that may not have been updated. Miscommunication and clerical errors caused projects to be delayed and go over budget.

Historical project data should have been helpful in quoting future projects but usually was inaccurate or unavailable.

Hoping to eliminate these business challenges, Dane Systems decided to purchase an ERP system that would address their needs.

Solution

Dane Systems selected Questica ETO as it addressed all of their business challenges. Questica ETO provided Dane Systems with a solution where all data could be captured in one complete system. This allowed staff to have visibility of the multiple stages of a project and ensured that information was current and accurate. Procured parts are now entered into one system and staff knows in real time when the parts are delivered.

With Questica ETO, a project's historical data could then be used as a base for future projects. Using Search Wizards, staff can find similar past jobs and use their estimates and actual costs to build new estimates.

Questica ETO has done anything and everything that Dane Systems needed in an ERP system.



Overview:

Size of Company

68 employees in Stevensville office

Industry

Custom Equipment

Location

Stevensville, MI—USA

Business Challenge

Dane Systems had little visibility at every stage of their projects and staff spent many man hours tracking down in purchasing, procurement and delivery.

Solution

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

Business Benefits

- Increase Visibility
- Customizable Information
- Checks and Balances
- Time Savings
- Reporting System
- Historical Data

For More Information

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

www.engineertoorder.com

Business Benefits

Dane Systems wanted an ERP system to streamline their business processes and increase profitability. Questica ETO was chosen as it could provide Dane Systems with what they needed in a software system.

Increase Visibility

Before Questica ETO, individual staff members at Dane Systems had no visibility on the status of projects, from purchase orders (PO) to materials received. When Questica ETO was first implemented, only Supervisors and Project Managers had access to the software. Now, 14 years later, with computer terminals installed on the shop floor, every staff member has access to all stages of a project.

Staff can look at the build site to see where the project is at. All stages are visible, from tracking a PO when it is first cut, to a part being released to procurement and then seeing when it is expected to be delivered. When all staff have visibility to a project, it runs smoothly and there is no down time.

Customizable Information

At Dane Systems, no two people use Questica ETO the same way. The beauty of the Questica ETO software solution is that it has many features that can be customized to individual company needs. Staff can choose which reports are important to them and how they want to view information pertinent to their job.

Checks and Balances

With Questica ETO all projects have the possibility to move forward on time. With the ability to track by job, by station or by details, there are many checks and balances that take place in order for a project to move ahead as planned.

Questica ETO allows Managers to track committed job costs as materials and services are ordered. This powerful management tool is designed with an early warning system that allows Dane Systems to keep projects on track. As staff places orders, allocates stock or logs hours to a job, these costs are reported, real time, against the budget. This gives Managers an accurate indication if a project is going to meet budget throughout the manufacturing process instead of waiting for post shipment accounting costs and finding out too late that the project is over budget.

Time Savings

Before the purchase of Questica ETO, many man hours were wasted as staff had to physically go on the shop floor to look if components that have been procured have arrived. This process was ineffective and created more work for staff as they had to cross

check several lists which may or may not have been kept up to date. With Questica ETO all information is entered into one system and is visible to all staff members. Once a part is received it is entered into Questica ETO and manufacturing knows it is available. If a part is on back order, that information is quickly accessible and measures can be taken so that a project doesn't fall behind schedule.

Purchasing also saves time as everyone is working from one common purchase order. Timelines are shortened as there is less effort required to create multiple POs and these can be easily amended.

Reporting System

Questica ETO features a Crystal Reports reporting engine that has more than 200 built in configurable reports with the ability to add others as needed. The report most used by Al Bass, Business Unit Manager, is the "order overdue" page. This report immediately identifies parts that are overdue. As engineer to order manufacturers build one of a kind machines, few materials are kept in stock. This means that all materials have to be ordered and it is important to the timing of a job that parts are delivered when required.

In the dynamic world of custom design manufacturing, managers need fast access to important information in order to spot problems quickly, resolve them, analyze operations and make better decisions. Questica ETO is an integrated system that provides all staff with easy access to this information. Dane Systems finds it most useful that staff have a real time view of their job's progress along with job progress costs versus estimates.

All reports integrate directly to Excel, Word or can be included in an email.

Historical Data

Questica ETO keeps all the historical data for all projects. This is pertinent to the sales team when they are quoting future jobs as accurate quotes save the company money and staff time. By using Search Wizards staff can find similar past jobs and use their estimates and actual costs to build new estimates. Estimators can also build a detailed and costed Bill of Materials in the Engineering area. Questica ETO automatically rolls up estimated material and labor to a job total cost.

Using the Hyperlink feature, staff can link all documents (estimates, drawings, photos) to the job for future reference.

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.