



“Questica ETO has streamlined our Purchasing process and saved us the cost of one full time purchasing agent”.

Nate Hinks, Parts and Service Manager

Company Overview

Located in Coatesville, PA Farason builds flexible automation solutions.

Farason’s business is the genesis, evolution and implementation of ideas to remove health hazardous, repetitive motions; create safer working environments; improve product quality; and boost production rates. Their goal is to provide their customers with higher operating efficiencies and increased overall net production.

Business Challenge

Farason was unhappy with their current ERP system and wanted to find one that was specific to the needs of their engineer-to-order business.

Initially an internet search found 8 potential systems but most companies asked Farason to change their way of business to conform to the ERP software. Only Questica ETO was configurable and mirrored the unique ETO processes of Farason. Questica ETO was able to accommodate the individual project needs of Farason, not the other way around.

The Engineers at Farason use SolidWorks for their CAD drawings. It was pertinent that the ERP system the company chose would be able to integrate with SolidWorks.

Solution

After looking at potential solutions, Farason chose Questica ETO as it is the only software designed to work with the unique challenges of engineer to order companies. Unlike other systems designed to suit several types of manufacturing, Questica ETO was solely designed for ETO manufacturers.

Another factor in choosing Questica ETO was price. Farason was very pleased at how affordable the Questica ETO solution is for mid-sized custom manufacturers.

Being able to integrate with SolidWorks was also key for Farason when sourcing out an ERP system. Questica is a SolidWorks Solution Partner and has several years of experience working with Microsoft, as well as multiple customers who have successfully and seamlessly integrated SolidWorks with Questica ETO.



Overview:

Size of Company

45 employees

Industry

Flexible Automation Solutions

Location

Coatesville, PA — USA

Business Challenge

Farason required a system to streamline the company’s unique business processes as a custom manufacturer of automation systems.

Solution

Questica ETO is specifically designed by and for custom design manufacturers. Our system integrates your whole business from Prospecting to Shipping.

Business Benefits

- Uniquely ETO
- Increase in Efficiencies
- User friendly Grid System
- Integration with SolidWorks
- Exemplary Support
- Affordable
- Cost Savings

For More Information

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

www.engineertoorder.com

Business Benefits

Questica ETO was quickly implemented with minimal training and provides Farason with day to day efficiencies resulting in time and cost savings.

Uniquely ETO

Questica ETO was developed by engineers and the system caters to the unique custom design manufacturing process. Questica ETO was developed with the collaboration of 5 custom equipment manufacturers to ensure the system would meet the unique needs of engineer to order manufacturers. Questica ETO is the only system designed from inception exclusively for custom design manufacturers. Every single client is an ETO manufacturer. Understanding their specific business needs was one of the reasons Farason chose Questica ETO as their ERP software solution.

Increase in Efficiencies

Questica ETO reduces double entries and clerical errors by eliminating multiple databases and excel spreadsheets. Historically Farason's staff had to print out multiple part lists and sort them by hand which took hours. Now staff can enter data into Questica ETO much easier and quicker with fewer mistakes. Staff can then sort the entered parts within minutes using Questica ETO. Questica ETO is the only solution to integrate Farason's engineer to order processes in order to achieve real time and accurate information.

User Friendly Grid System

As it was developed for the engineer to order industry, Questica ETO is very intuitive and user friendly naturally mimicking the way custom design manufacturers run their business. The easy to use grid system efficiently sorts, groups and filters data quickly so that information can easily be accessed.

Integration with SolidWorks

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. It's unique "hold and release" system provides designers with unparalleled control on the release of BOM items and assemblies to Purchasing.

As Questica ETO can seamlessly integrate with SolidWorks, it further streamlines the engineering process. This integration was important for Farason as it would ensure that BOMs could be linked to specific projects and adjusted as the designs changed.

Exemplary Support

Implementation of Questica ETO was completed quickly and with little training. As the software naturally mimics the way ETO businesses are run, it is very intuitive. After implementation, ongoing support is offered by Questica and questions are answered in a timely manner. Farason has been impressed with the professional service and ongoing support offered by Questica. "The Support received by Questica is equal to if not greater than the benefit of the application itself", states Parts and Service Manager, Nate Hinks.

Affordable

Catering to the small to mid-sized ETO manufacturers is Questica's specialty. Farason was pleasantly surprised at how affordable Questica ETO was when compared to other ERP solutions. It was the most affordable engineer to order software available on the market.

Cost Savings

Using Questica ETO has been very cost effective for Farason. Estimating the cost of projects is very difficult for custom design manufacturers as each project is unique and has very specific requirements.

Nearly every order starts in Engineering and seems to stay there too long. Designers are afraid 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. Creating a system that allows designers to create BOM's quickly, that gives them the confidence to release data frequently, and that dynamically integrates with purchasing, eliminates this bottleneck.

Having access to costing sheets with live up to date data is very important in streamlining the estimation process and saving money when creating accurate quotes. A very tangible cost savings for Farason was going from two purchasing agents to only one after implementing Questica ETO. Streamlining the process of purchasing materials has saved Farason the cost of a full time employee.

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.