



Metform International Ltd.

“Questica has given us the tools to win bids successfully and becoming a worldwide competitor”.

Tom Hirschler, Purchasing & Logistics Manager

Company Overview

Metform International, situated in Mississauga, ON, has provided Roll Forming Machines and Coil Processing Equipment for over 45 years. Metform supplies roll forming lines to many key metal processing industries, applying experience and lessons learned to every customer’s project. Metform has provided roll forming machines to the automotive, metal building products, steel coiling processes, rail car, heavy construction, solar, agriculture and high-way products industries. Throughout the years Metform has developed a worldwide presence in North America, Europe, Asia and Latin America.



Business Challenge

Back in 2001, Metform was on the hunt for a software solution that would help their company win bids as well as make them a competitive force worldwide. Streaming all of their information and being able to track past and present data was important to ensure projects would be successful.

Metform was discouraged at first as very few software solutions understand the unique dealing of an engineer to order company. After seeing what Questica ETO could do and how closely it mimicked their business structure already, Metform knew that Questica ETO was the solution to launch them into the next level of competition and worldwide success.

Solution

Unlike other systems designed to suit several types of manufacturing, Questica ETO was solely designed for ETO manufacturers. Developed with the collaboration of 5 custom design manufacturers, Questica ETO is the only solution to meet the unique needs of engineer-to-order manufacturers.

Metform chose Questica ETO in 2005 and has been happy they did ever since. The intuitive design of the software made training easy and the knowledgeable staff at Questica has been helpful with on-going support throughout the past 11 years.

In the dynamic world of custom design manufacturing, managers need fast access to important information in order to spot problems quickly, analyze operations and make better decisions. Questica ETO’s integrated system provides staff at Metform with easy access to this information. Executives have real-time viewing of project and job progress and costing versus estimate with drill down analysis capability.

With over 20 years of experience, Questica strives to provide our customers, like Metform, with an ETO solution that will help grow their business and launch them into the next level of competition.

Overview:

Size of Company

50 employees

Industry

Roll Forming & Coil Processing Equipment

Location

Mississauga, ON Canada

Business Challenge

In 2001 Metform was looking for a software solution that would help them grow their business.

Solution

Questica ETO is specifically designed for the custom design manufacturer. The system integrates all departments from Prospecting to Shipping.

Business Benefits

- Streamline all Data Entry
- Reporting Center
- Freeing up Key Staff
- Part History Tracking
- Non BOM Parts
- Procurement
- Truly ETO

For More Information

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

www.engineertoorder.com

Business Benefits

Questica ETO provided Metform with the solution that would help grow their business starting with the one touch point database they needed to streamline all past and present data.

Streamline all Data Entry

It was very important for Metform to have one database where data is entered and evaluated. The one point entry eliminates duplicate entry and clerical mistakes. One data entry point ensures that data is pure and accurate.

Questica ETO allows staff to search purchase orders with as little detail or as much as needed to trace data back to previous purchases. This function is appreciated by Tom Hirschler, Purchasing & Logistics Manager at Metform, along with the whole purchasing staff.

Reporting Center

Questica ETO features a Crystal Reporting engine that allows Management to obtain any information they need. In addition Questica ETO includes over 200 pre-designed reports on all aspects of the business. Several reports are used often by Metform, including the Costing Summary Job Cost detailed report which Purchasing, Accounting, Manufacturing and Sales use on a daily basis.

The shop at Metform also uses the Report Center Costing Labour report daily and “would be lost without it” states Tom Hirschler, Purchasing & Logistics Manager. All reports can be exported directly to Excel, Word or used to create an email.

Freeing up Key Staff

Custom design firms are particularly dependent on highly skilled and experienced staff. Designers, for example, typically spend a major part of their time performing clerical tasks. Reducing these tasks not only speeds up the design process but also allows the firm to handle more business with the same staff. Similarly, if Purchasing (which spends 35%-50% of your sales income), is freed of their paperwork to create Requests for Quotations, they can significantly lower material costs.

Part History Tracking

Questica ETO features a fast track system, eliminating any need for staff to interrupt the designers when looking for BOM information or interrupt the buyers when looking for historical purchase information. The entire transaction, from estimate to order entry is done from a single working screen. From there staff at Metform can search any BOM to find the parts they need, quickly import them to the appropriate project, check purchasing history to verify costs, apply a margin or markup, detail special costs,

attach all necessary client data and commercial terms, add notes and enter the order.

The Part History field in Questica ETO is very handy when Metform staff are tracking particular parts, by purchase order numbers or dates, within several projects and cost centers and want to know how much the part cost at the time it was ordered.

Non BOM Parts

Questica ETO identifies all material costs including non-BOM requisitions, stock pulls, material returns and non-conformances by project, job or assembly. Tom Hirschler states that “the ease at which purchasing can add Non-BOM items to the procurement screen is very efficient”. Time and attendance alternatives include simple timecard entry, data collection services and bar code readers. Questica ETO accommodates single or multiple shipment releases. All manufacturing information is automatically integrated into accounting, costing, payroll and project files. A host of reports provides Management with clear summary and detailed information on progress and results.

Procurement

Materials requested from Engineering, the Shop or Parts and Service are automatically received by Purchasing without double entry. A customizable single screen work area provides buyers with a full view of all requests, view item quantity, distribution, available inventory, part lead time, purchase history, required dates, designer alerts and the ability to group and sort by multiple fields (project, job, category, preferred supplier and others). Design changes that result in negative demand display in “red” for immediate action.

Questica ETO allows Metform to create Request for Quotations quickly, evaluate bids, issue PO’s, modify and revise PO’s or assign inventory, all with a few keystrokes. Buyers can purchase parts for single or multiple projects and jobs on a single purchase order, purchase to inventory or to indirect accounts. “The ability to be able put out RFQ’s for the same item to as many suppliers at the same time via just one email is just stellar”, states Tom.

Truly ETO

Many companies claim to have engineer to order software but very few do. Questica ETO has been created by engineers with the input of ETO companies and therefore mimics the unique way an engineer to order company runs its business. It is the only true engineer to order solution on the market.

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.