



TriTed Innovation Inc.

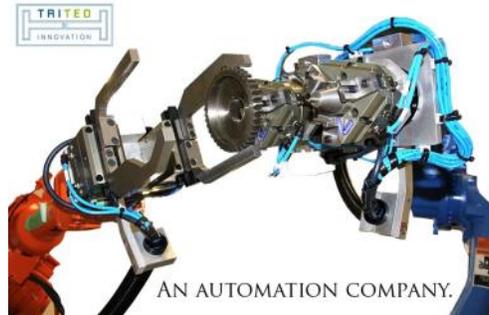
“Questica ETO quickly pays for itself with the admin costs saved”.

Mehrdad Tufani, Co-owner

Company Overview

TriTed Innovations Inc., located in Cambridge ON, specializes in the automation of production lines ranging from the automotive industry to the pharmaceutical sector. With years of experience and quality assurance, TriTed has continued to successfully innovate companies in the region to further develop their competitive advantage.

The team at TriTed Innovation has experience in designing and manufacturing necessary special purpose machines. With experience in robotic cells, vision systems, material handling and consulting, TriTed can provide the right solution to any type of manufacturing situation.



Business Challenge

Mehrdad Tufani has had a long career working at several manufacturing firms with different enterprise resource planning solutions. At one of his previous positions he was introduced to Questica ETO and was impressed with how the software solution mimicked the process of a custom design company. When he started up TriTed in 2008, Mehrdad quickly contacted Questica as he knew, without a doubt, that Questica ETO would help him grow his company. Six years later, TriTed Innovation has grown considerably into a mid-sized engineer to order company servicing North America.

Solution

There are many ERP software solutions on the market. Mehrdad had been exposed to several in his career and was not impressed with any solution other than Questica ETO. Unlike other systems designed to suit several types of manufacturing, Questica ETO was solely designed by engineers and is the only solution that can handle the complexities of custom design manufacturing.

Making a large investment in a software solution can be intimidating for any sized company but it is a necessary cost if a company wants to grow and succeed. For smaller companies, especially startups, the cost could seem even more overwhelming as it eats into the precious profits of the first few years.

For Mehrdad, the decision to purchase Questica ETO was easy and affordable. He appreciated the value of Questica ETO and understood that spending a little upfront was going to get him a larger return on investment.

From previous experience Mehrdad learned firsthand what a good software solution could do for the growth of a company. In the end “the software pays for itself as you save on admin costs”, Mehrdad states. The decision was a good one. With Questica ETO, TriTed is prospering and entering their next phase in business.

Overview:

Size of Company

15-20 employees

Industry

Design and Manufacturing of Robotics and custom made automation systems

Location

Cambridge, ON Canada

Business Challenge

In 2008 when Mehrdad Tufani started TriTed with Miro Pantic, he contacted Questica to purchase Questica ETO right away as he knew that it was the right solution for his engineer to order company.

Solution

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

Business Benefits

- Increased Efficiency and Fewer Errors
- Eliminate Engineering to Purchasing Bottleneck
- Better Communication
- Reporting Center
- Pays for Itself
- Truly ETO

For More Information

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

www.engineertoorder.com

Business Benefits

TriTed needed a reliable software solution that was designed for their business processes and could help them grow from a start up to a successful mid-sized company.

Increased Efficiency and Fewer Errors

Working at a company without a software solution, purchasing would have to use excel spreadsheets to capture information, such as costs of projects, and constantly rely on others to come to them with accurate costs in order to update the original spreadsheet. This is not only time consuming and inefficient but typically leads to incorrect information.

With Questica ETO all employees can go into the system and update information. The data can then be pulled automatically from the system and manipulated as needed to gain the appropriate information or report.

Eliminate Engineering to Purchasing Bottleneck

As nearly every order starts in Engineering, it is frustrating to management when it stays there far too long. Most designers are fearful of releasing Bill of Materials (BOM) information too early because of the problem that change requests, from the client or the shop, can create for them. The result is that Purchasing receives information too late and is unable to purchase in time or at attractive prices. Questica created a system that eliminates this bottleneck. Questica ETO allows designers to create BOM's quickly, gives them the confidence to release data frequently, and dynamically integrates with purchasing.

Questica ETO's unique "hold and release" system provides designers with unparalleled control on the release of BOM items and assemblies to Purchasing. Color coded visual "tagging" gives the designers the ability to pre-release data with confidence.

TriTed appreciates the benefits of this smooth transition from engineering to purchasing. The communication between the departments is seamless as each department knows who purchased which part and at what price. As engineering creates the BOMs they can work with the purchasing officer to get the best price on parts.

Better Communication

One common trait that is unique to all ETO businesses is the need to deal with constant changes throughout the life of each project. Design changes, order changes and delivery changes, all stall projects in Engineering, complicate material ordering, delay manufacturing and increase project costs.

For TriTed, the purchase of Questica ETO has eliminated any mis-

communication between departments. All information is entered in to the system and is visible by all employees. That way anyone can at any time go into the system and see what parts have been ordered, which ones may be on back order and when they can be expected to be in the warehouse.

Reporting Center

Questica ETO features a Crystal Reporting engine that allows Management to obtain any information they need quickly. In addition, Questica ETO includes over 200 pre-designed reports on all aspects of the business. TriTed appreciates that the reports are customizable and specific to their business. At any given time management can get up to date information on suppliers, BOMs, part status etc. The Reporting Center is a useful tool in making sure that management always has the latest information.

Pays For Itself

Starting up a new business requires that one takes a lot of risks, financially and professionally. Most startups try to spend as little as possible in the first few years as they are growing their business.

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Truly ETO

Many software companies claim to have engineer to order solutions 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. After working with several ERP solutions at past companies, Mehrdad understood the value of a truly ETO solution and it was the reason he chose Questica ETO when he started his own company.

Questica ETO 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.