



MWG Increases On-Time, In-Full Delivery to 86% in under 12 Months

CASE STUDY

Customer Details

The Metalworking Group is deeply rooted in the rich tradition of custom metal fabrication, laser cutting, sheet metal stamping and sheet metal fabrication, and machined parts production for OEMs in the US, Canada and Western Europe.

Industry

Fabricated Metal Manufacturing

Aptean Solution

Made2Manage ERP

Challenges

- Cumbersome manual planning and scheduling processes
- Lack of visibility across the business
- Difficulty meeting delivery dates

Benefits

- Planning and scheduling processes automated and streamlined
- On-time, in-full (OTIF) rates increased by more than 11%
- Visibility into operations
- Revenue increased four-fold since implementation

The **Metalworking Group** (MWG) is a full-scale design and metal manufacturer capable of producing everything from small component parts to large structural fabrications. At any given time, it has 2,500 open, custom-made component orders for a wide array of customers.

The Challenge

MWG had long used a combination of a legacy system and Excel-based processes for inventory management and shop floor planning and scheduling. But with the high volume of engineered and unique items it was manufacturing across multiple industries, it was becoming increasingly difficult to manage these processes while meeting customers' high expectations for on-time, in-full (OTIF) delivery. MWG knew it needed a fully integrated ERP solution to help manage inventory and the shop floor.

The Solution

MWG selected **Aptean Made2Manage ERP** to gain visibility into operations, improve material management, streamline scheduling and increase customer satisfaction.

Since implementing Made2Manage, MWG has seen dramatic improvements in operational efficiency and turnaround time.

“Made2Manage has enabled our growth as a business,” said Metalworking Group CEO Doug Watts. “We’ve been able to scale up quickly and easily, with revenue increasing four-fold since implementing the system.”

The Made2Manage Advanced Scheduling module leverages state-of-the-art scheduling algorithms and real-world capacity, material and time constraints. This tool enables MWG to use theory-of-constraints methodology and sophisticated scheduling algorithms to help MWG prioritize, sequence, and schedule job operations easily, efficiently and profitably.

This takes the guesswork out of production planning and scheduling, ensuring that MWG is using its shop floor resources effectively and that every machine and employee is doing precisely what they are supposed to be doing at any given time. Less time is wasted, and more product is created.

“From a scheduling standpoint, from where we were before Made2Manage to where we are now, it’s night and day,” said Watts.

Made2Manage delivers sophisticated planning and scheduling tools that empower users to create more accurate and dependable plans, efficiently incorporate job schedules into enterprise operations, monitor execution, and respond quickly to unplanned events.

Made2Manage also enables MWG to keep the entire organization in sync by sharing real-time information across a shared database. With the old spreadsheet-based method, it had been challenging to track and manage normal job operations – let alone special requests or scheduling changes. If there was an order that needed to be expedited, for example, someone had to make a note of it within the Excel sheet, separately communicate those needs to the team, and track the order manually as it made its way through production. But now, users can input the requirements into Made2Manage which will automatically push it out on the schedule while alerting all key personnel and managers.

MWG has increased shop floor visibility and efficiency, and improved on-time delivery from **75% to 86%** in less than one year.

The Results

Before implementing Made2Manage ERP, The Metalworking Group averaged about 75% **on-time, in-full** with their orders. Since employing the new software, MWG increased those numbers by just over 11% and can easily track orders from quote to delivery.

By leveraging Made2Manage, MWG was able to drive process change, increase overall shop floor visibility and efficiency, and improve on-time delivery from 75% to 86% in less than one year.

“Though 11% may not seem like a huge number, the reality of going from 75% to 86% is huge. It’s a big jump, and it’s really meaningful to us,” said Watts.

“Everything we do at The Metalworking Group is done through Made2Manage. It’s our bible, our go-to for just about everything we do in the company.”

If you’d like to learn more about how Made2Manage can support your operational needs, **reach out**. We’d love to talk.



Aptean is a global provider of mission-critical, industry-specific software solutions. Aptean’s purpose-built ERP and supply chain management solutions help address the unique challenges facing process and discrete manufacturers, distributors, and other focused organizations. Aptean’s compliance solutions are built for companies serving specific markets such as finance, healthcare, biotech and pharmaceuticals. Over 4,500 organizations in more than 20 industries across 54 countries trust Aptean’s solutions at their core to assist with running their operations. To learn more about Aptean and the markets we serve, visit www.aptean.com.