


# 10 Reasons Manufacturers Need Software & Technology

By Adam Grabowski  
Director of Marketing  
Global Shop Solutions





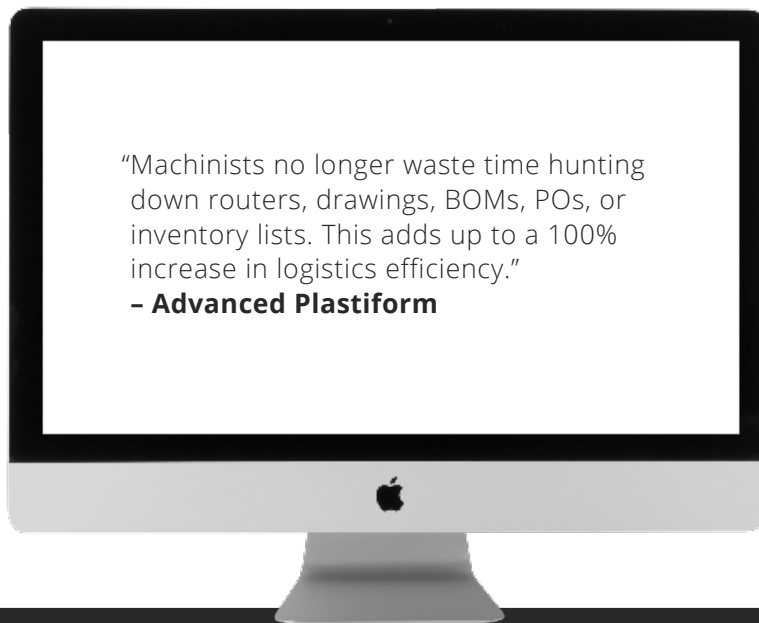
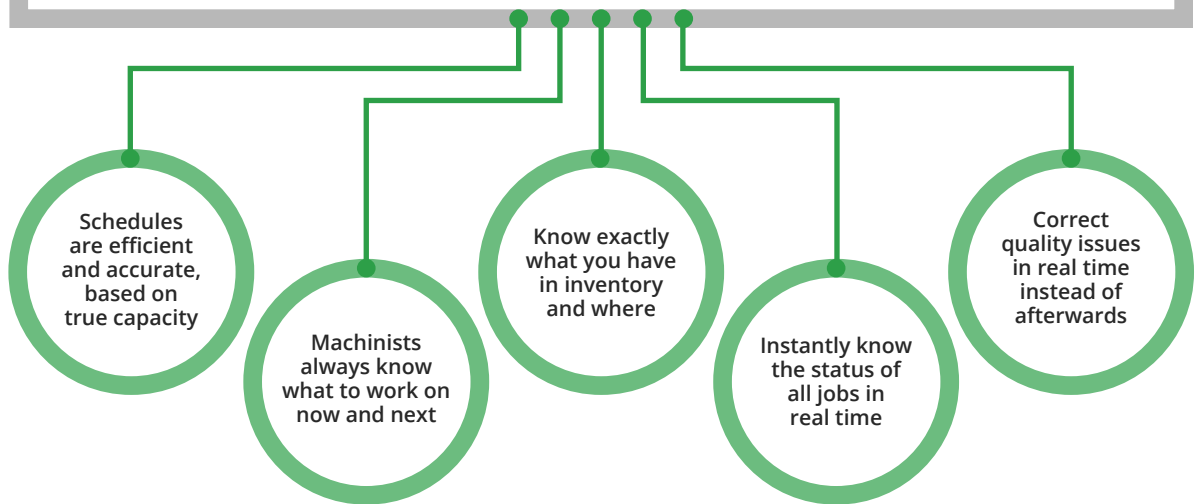
Global Shop Solutions' core values are to love, serve, and care for our customers. We help them simplify their manufacturing and deliver a quality part on time every time. Here's what our customers identify as the top 10 reasons they continue to use ERP software and technology.

- 1 MOVE PARTS THROUGH THE SHOP FASTER.
- 2 SCHEDULE AND DELIVER ON TIME.
- 3 ACHIEVE 99% QUALITY RATINGS.
- 4 GROW SALES.
- 5 KNOW JOB COSTS.
- 6 MAINTAIN ACCURATE INVENTORY.
- 7 CONTROL LABOR COSTS.
- 8 GIVE GREAT CUSTOMER SERVICE.
- 9 GAIN COMPETITIVE EDGE WITH TECHNOLOGY AND EASY CUSTOMIZATION.
- 10 HAVE ALL COMPANY DATA IN ONE SYSTEM; ALWAYS ACCURATE.

# 1

## PARTS MOVE THROUGH THE SHOP FASTER.

When you get parts through the plant faster, customers will order more and your shop will look like this:



### WHAT YOU NEED TO MASTER TO GET PARTS THROUGH THE SHOP FASTER (CLICK EACH APPLICATION TO LEARN MORE):

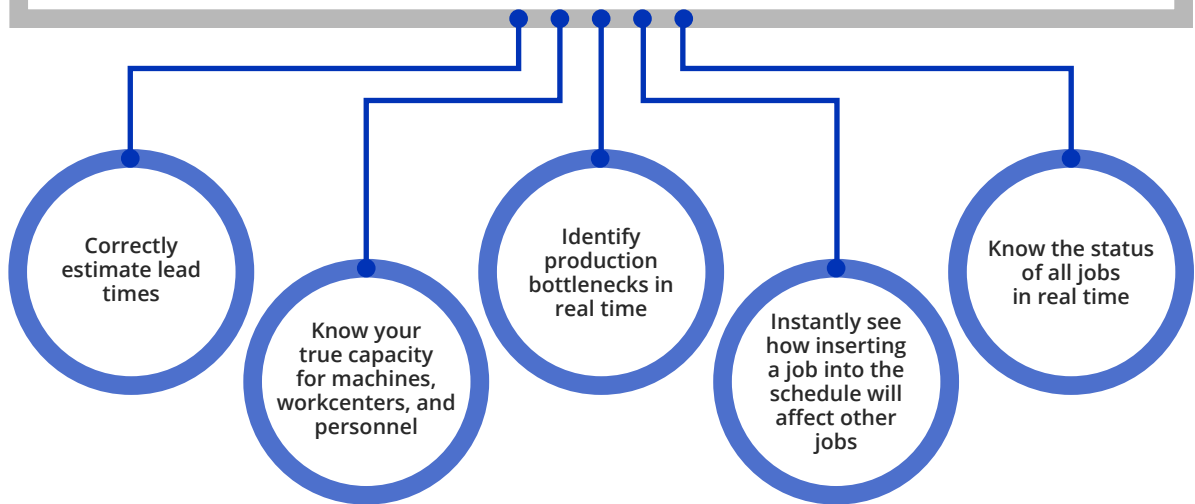
- [Shop Floor Display](#)
- [Planning and Scheduling](#)
- [Inventory](#)
- [Quality Control](#)
- [Paperless Shop Floor](#)
- [Shop Floor Data Collection](#)
- [Shop Management](#)
- [CAD Integration](#)
- [Company Messaging](#)

Having trouble getting your parts through the shop fast enough? Check out [this page](#) for details on how ERP software can help.

# 2

## SCHEDULE AND DELIVER ON TIME.

Efficient, accurate scheduling lets you deliver on time, manage change, and uphold promises to your customers. You can also:



"Thanks to Global Shop Solutions, Becker Electronics, Inc.'s on-time delivery rate has nearly doubled – from an average of 50% to a consistent 99%. They attribute the remarkable increase to two key factors – the improvement in scheduling and production processes and the visibility of data throughout the system."

– **Becker Electronics Inc.**

### WHAT YOU NEED TO MASTER TO SCHEDULE AND DELIVER ON TIME (CLICK EACH APPLICATION TO LEARN MORE):

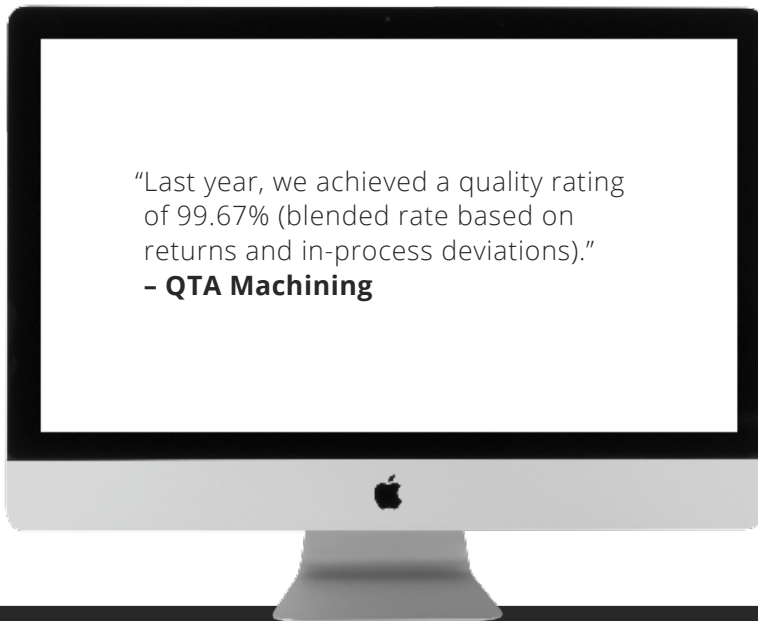
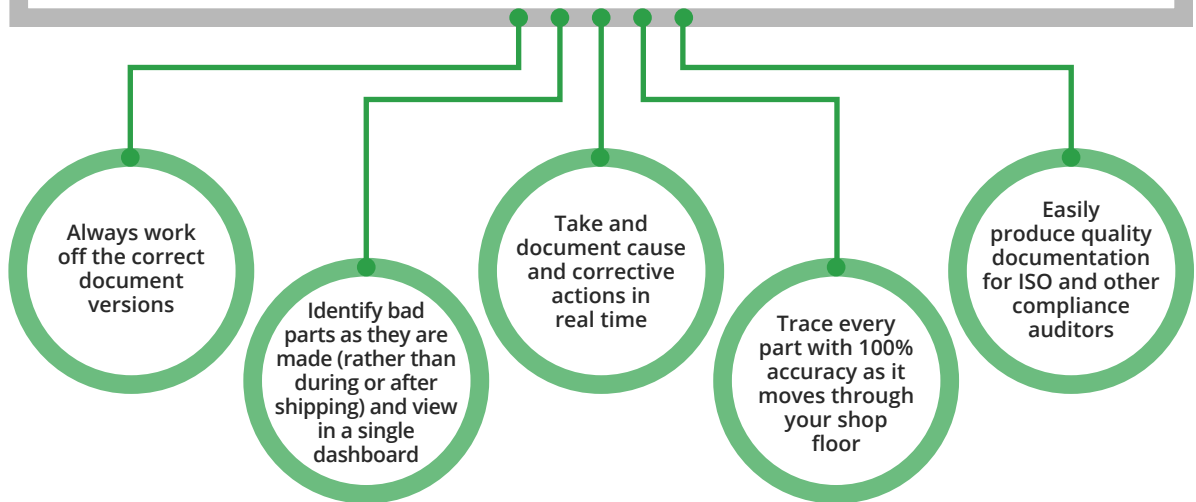
- [Shop Management](#)
- [CAD/CAM BOM Management](#)
- [Inventory](#)
- [Document Control](#)
- [Planning & Scheduling](#)
- [Dashboards](#)
- [Key Performance Indicators](#)

It is said that 50% of manufacturers have trouble scheduling their shop floor and delivering on time. See how ERP software can [fix that problem](#) for you.

# 3

## ACHIEVE 99% QUALITY RATING.

Consistent near-perfect quality makes it easier to win more jobs and earn and maintain ISO and other quality certifications. Engineers and machinists can:



WHAT YOU NEED TO MASTER TO GET YOUR QUALITY RIGHT  
(CLICK EACH APPLICATION TO LEARN MORE):

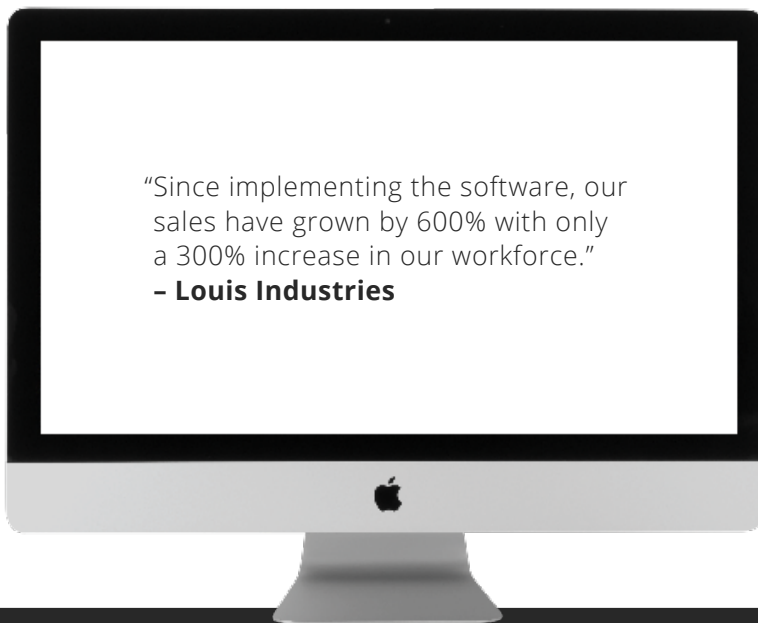
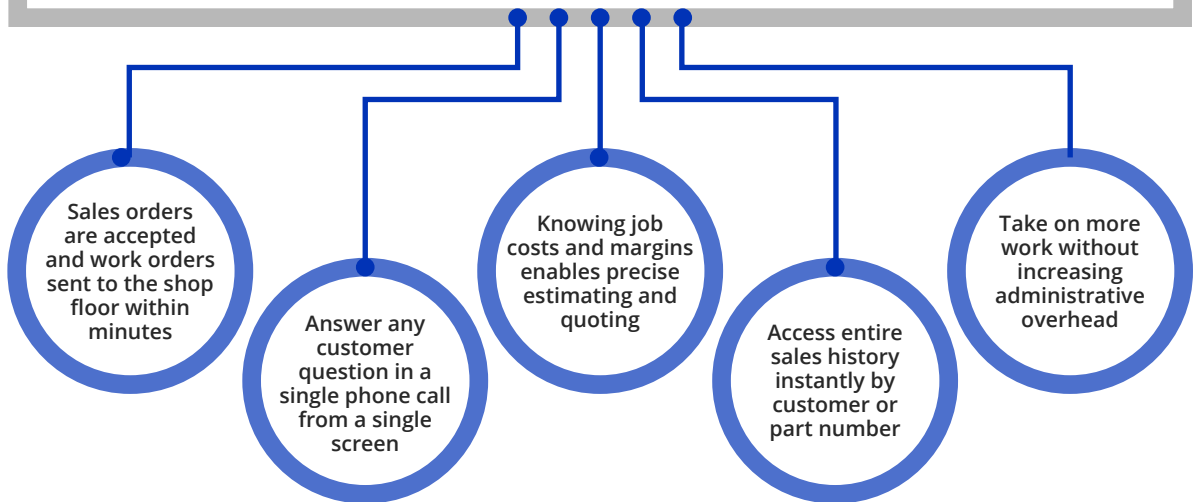
- [Shop Management](#)
- [Quality Control](#)
- [Company Messaging](#)
- [Document Control](#)
- [Planning & Scheduling](#)
- [Dashboards](#)

If you can't get your quality into the 99th percentile, check out [this page](#) to see how we've helped other manufacturers do it.

# 4

## GROW SALES.

ERP software provides a hidden return: sales growth from delivering a quality part on-time every time and knowing your bids are competitive, profitable, and margin-true.



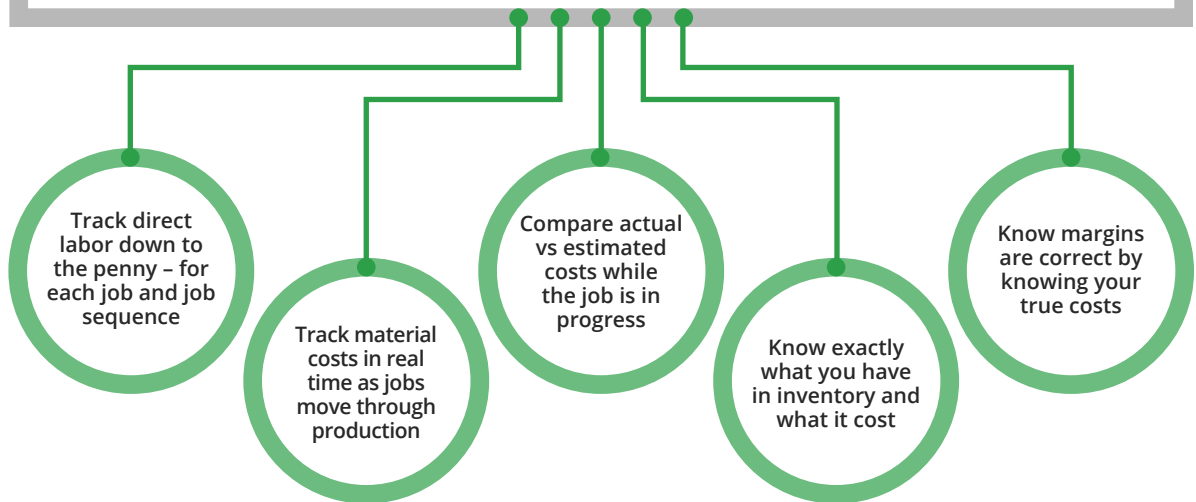
### WHAT YOU NEED TO GROW YOUR SALES (CLICK EACH APPLICATION TO LEARN MORE):

- [Accounting](#)
- [Mobile CRM](#)
- [Document Control](#)
- [CRM](#)
- [Company Messaging](#)
- [Planning & Scheduling](#)
- [Quality Control](#)
- [Shop Management](#)
- [Dashboards](#)

If sales growth is a problem for you, find out exactly how you can [improve sales](#) permanently.

# 5 KNOW JOB COSTS.

When you can trust your costing process, you know how much each job costs. Fast quoting and accurate pricing brings in new customers and brings back existing ones.



"Prior to Global Shop Solutions, we couldn't absorb our labor, manufacturing and overhead costs. They were all just part of total expenses. Now we have actual costs for every job, which enables us to make informed decisions about our production and installation processes."

- **Spindle, Stairs & Railings**

## WHAT YOU NEED TO MASTER KNOWING YOUR COSTS (CLICK EACH APPLICATION TO LEARN MORE):

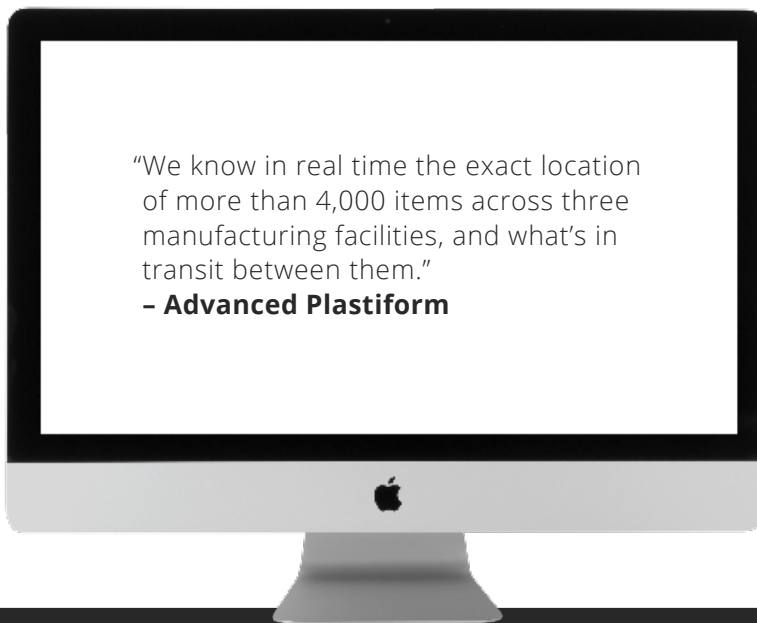
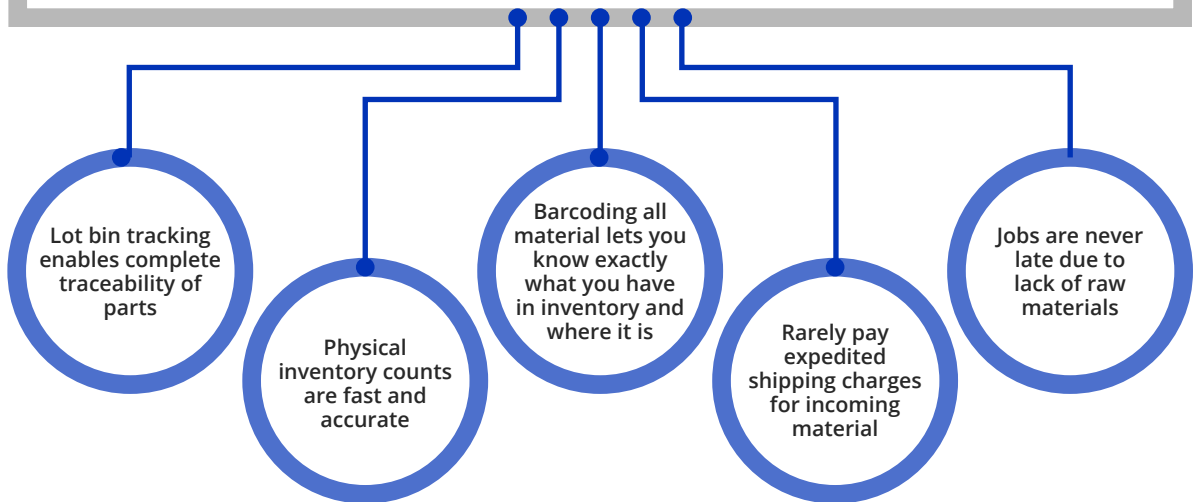
- [Accounting](#)
- [Inventory](#)
- [Quality Control](#)
- [Shop Management](#)
- [Project Management](#)
- [Shop Floor Data Collection](#)
- [Job Costing Accounting](#)
- [Planning & Scheduling](#)

If your job costs still seem unknown and scary, find out how you can **[capture your costs](#)** with remarkable precision.

# 6

## MAINTAIN ACCURATE INVENTORY.

Knowing jobs are never late from lack of materials or more expensive than they should be reduces risk. Precise inventory management looks like the following:



### WHAT YOU NEED TO MASTER TO GET YOUR INVENTORY ACCURATE (CLICK EACH APPLICATION TO LEARN MORE):

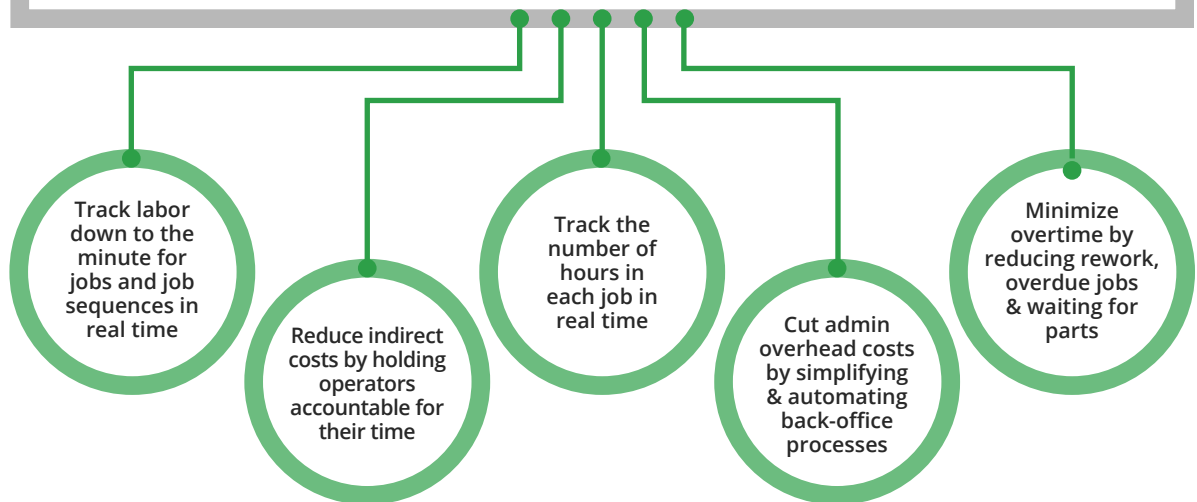
- [Accounting](#)
- [Inventory](#)
- [Label Printing](#)
- [Paperless Shop Floor](#)
- [Job Costing Accounting](#)
- [Quality Control](#)
- [Planning & Scheduling](#)
- [Shop Management](#)
- [Dashboards](#)

If you don't know where to begin to take [accurate inventory from a dream to reality](#), check out this page to take the first steps.

# 7

## CONTROL LABOR COSTS.

With ERP, shop floor operators can log on and off jobs and job sequences without leaving their work stations. Collecting time and performance metrics becomes fast, efficient, and accurate, which allows you to reduce and control your labor costs.



### WHAT YOU NEED TO MASTER TO CONTROL LABOR COSTS (CLICK EACH APPLICATION TO LEARN MORE):

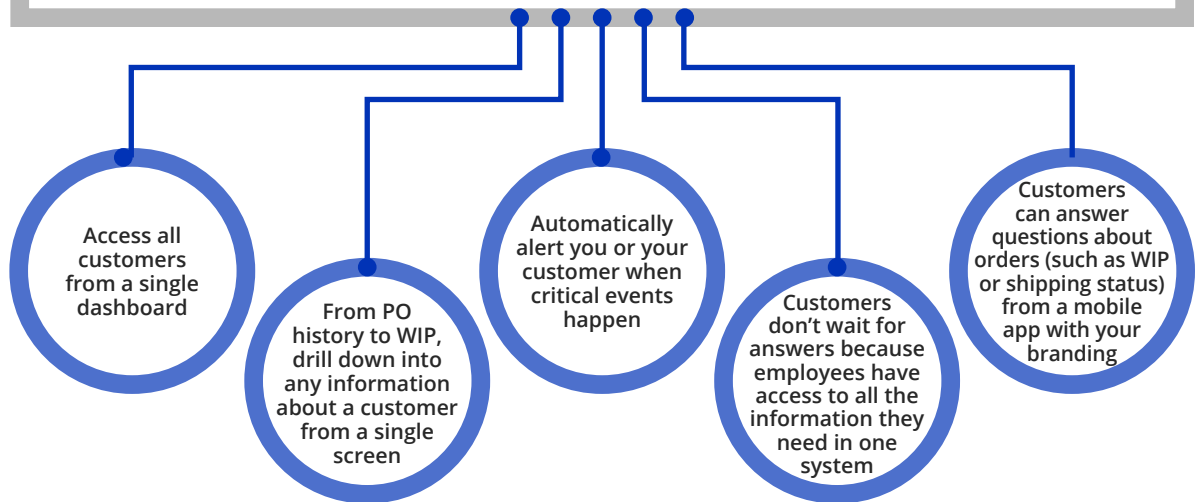
- [Accounting](#)
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- [Planning & Scheduling](#)
- [Shop Management](#)

If your labor costs are spiraling out of control, it's time for you to take the first step to learn [how you can control them](#).

# 8

## GREAT CUSTOMER SERVICE.

ERP lets you go beyond merely upholding promises and stay one step ahead by anticipating customer needs and having all the information you need when they ask.



"Without question, Global Shop Solutions has improved our ability to respond to customers. We get a lot of business by being able to quickly provide customers with a price and then sticking to it. We can do that because Global Shop Solutions makes all our costs visible."

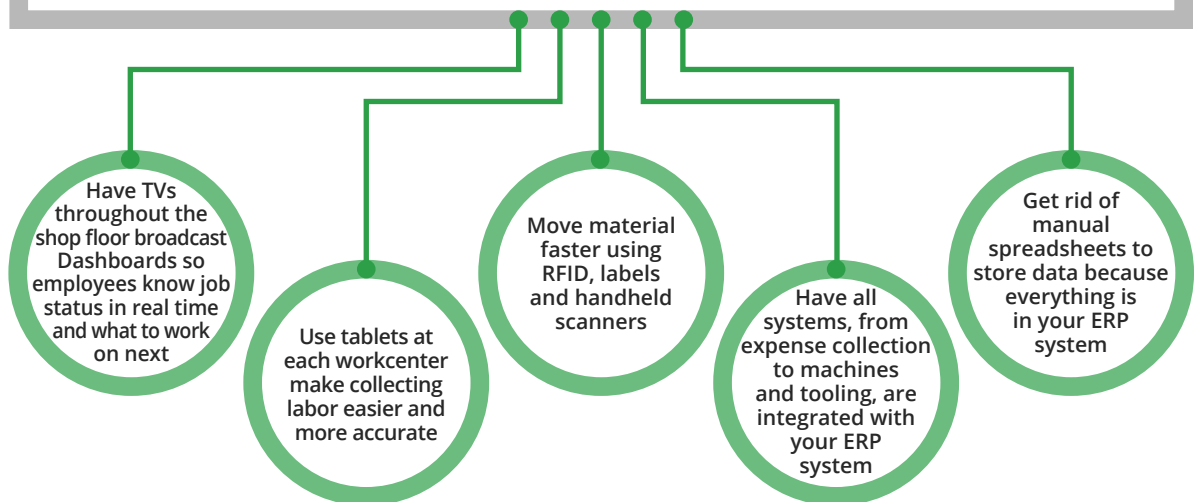
**- Conveymor**

### WHAT YOU NEED TO MASTER TO SERVICE YOUR CUSTOMERS BETTER (CLICK EACH APPLICATION TO LEARN MORE):

- [Accounting](#)
- [Inventory](#)
- [Job Costing Accounting](#)
- [Shop Management](#)
- [Paperless Shop Floor](#)
- [Quality Control](#)
- [CRM](#)
- [Mobile CRM](#)
- [Customizable ERP](#)
- [Dashboards](#)
- [Key Performance Indicators](#)
- [Planning & Scheduling](#)
- [Shop Floor Data Collection](#)

# 9 COMPETITIVE EDGE WITH TECHNOLOGY; EASY CUSTOMIZATION.

ERP technology lets machines, systems, and devices do much of the work employees used to, allowing them to focus on decisions, thinking, and improving the business. Customize into the system what is special about your manufacturing. With Global Shop Solutions ERP you can:



"Global Shop Solutions takes care of all our purchasing, scheduling, work orders, shop floor controls, new order entry, accounts payable and receivables. You name it and the software can do it."

**- Alaska Roteq**

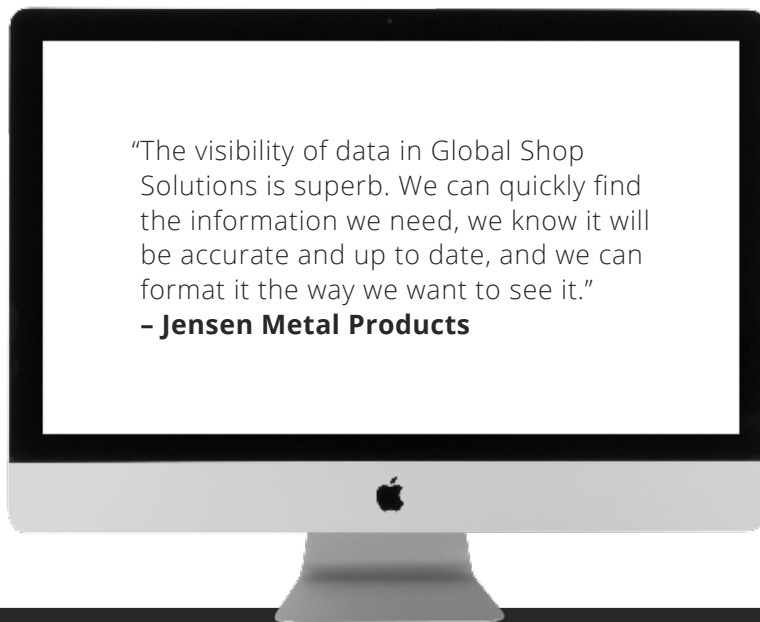
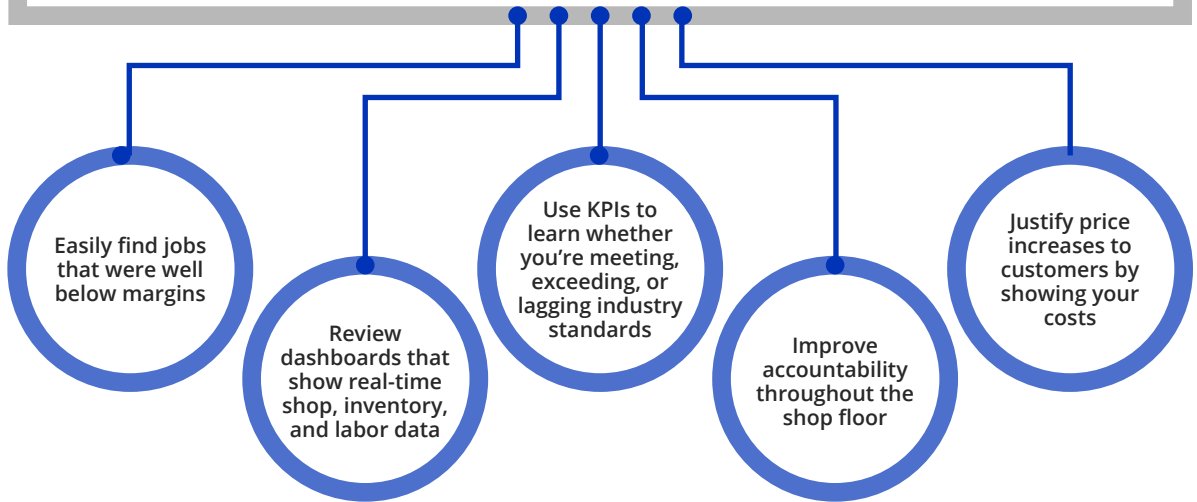
## WHAT YOU NEED TO MASTER TO GET A COMPETITIVE EDGE (CLICK EACH APPLICATION TO LEARN MORE):

- [Customizable ERP](#)
- [Label Printing](#)
- [RFID](#)
- [Nesting Integration](#)
- [CAD Integration](#)
- Tooling Integration
- Machine Integration
- [Dashboards](#)
- SOAP/TURN
- [Key Performance Indicators](#)

# 10

## ALL COMPANY DATA IN ONE SYSTEM; ALWAYS ACCURATE.

Make better decisions and manage proactively based on data you can trust to be true. Know right away when something critical happens in the business, like a new deal, completed shipment, or accounts paid.



### WHAT YOU NEED TO MASTER TO GET ACCURATE DATA IN ONE SYSTEM (CLICK EACH APPLICATION TO LEARN MORE):

- [Shop Floor Data Collection](#)
- [Inventory](#)
- [Key Performance Indicators](#)
- [CAD Integration](#)
- Tooling Integration
- Machine Integration
- [Nesting Integration](#)
- [Dashboards](#)
- [Mobile CRM](#)
- Tablets and Hand Held Devices
- The strongest internet and network connection available



#### ABOUT THE AUTHOR

**Adam Grabowski** is the Director of Marketing at Global Shop Solutions. He is responsible for translating the company's business objectives into successful brand, marketing, and communication strategies to drive awareness, revenue, and loyalty.

Master your business and delight your customers with Global Shop Solutions ERP software. Call us today at 800.364.5958, or **set up an appointment** online.

