

GLOBAL SHOP SOLUTIONS CASE STUDY

ATD Precision

Working in a variety of industries - from aerospace, motion control, and medical to transportation and fluid controls - [ATD Precision](#) is a close tolerance precision CNC manufacturing company whose objective is simply to do away with as much paper as they can in their 45,000 sq. ft. facility in Rochester, New York.



ATD Precision's headquarters in Rochester, New York.



ATD Precision has the reputation of taking on parts that are too difficult for other companies to manufacture.

To help them achieve this goal of maximized operational efficiency, ATD Precision turned to Global Shop Solutions ERP software. With Global Shop Solutions, ATD Precision found that tracking shop information in real time eliminated the need for constantly producing and shuffling paper all over the plant. The power to integrate practically everything they were doing into a single, online system provided the means to bring all shop databases together, while also reducing both the labor and paper necessary to make things work smoothly.

"It's definitely allowed us to [reduce the amount of paper](#) we have flowing through the plant," states Ray Almekinder, system engineer administrator with ATD Precision. "The Global Shop Solutions software has cut back on paperwork considerably." Almekinder describes Global Shop Solutions ERP software as a system built with lean at its core, and with it ATD Precision realizes a superb information flow that has an immediate ROI impact.

"It's really changed the way we handle new jobs. All of our jobs are managed within Global Shop Solutions, and as soon as they are in the office, the people associated with the job are notified via our online computerized touch screens. The old way, we used to pass around a lot of paper when a new job came through. It would have to go through about five or six different desks, and now all of the information about a new job is right there in the system, accessible to everyone all of the time."

Connectivity Controls Costs

With Global Shop Solutions ERP software as the shop floor controls, information flies through the ATD Precision plant in one connected system that is easily accessible by everyone needing it. Where once ATD Precision was employing dozens of spreadsheets and databases in multiple locations and ports of accessibility, they have seen the intense [direct labor costs](#) associated with information management reduced considerably since implementing Global Shop Solutions in 2002. The up-to-the-second records, job progress, and minimal inventory levels keep ATD Precision running lean - just the way they like it. This, in turn, translates into overall cost control and cost reduction throughout the shop.

Getting a better grasp on shop floor information also means achieving a better sense of scheduling for on-time delivery, as well as the maximization of plant capacity. Almekinder observes, "Global Shop Solutions has helped

us a lot in terms of not only on-time delivery improvement, but also our up-front abilities to let the customer know exactly when we can have their order ready to go. Right off the bat with an order, we can work out a delivery schedule that is both accurate and will work for them. So, in terms of shop floor operations, having a realistic view of how our capacity is working at any time helps with our advanced scheduling and inventory management."

"It's our whole package that's connected in Global Shop Solutions, and I can honestly say that our on-time delivery has improved because of our capacity foresight," states Almekinder. Certainly, with over 70 different machines and a dozen or so workcenters, advanced scheduling at ATD Precision is no small feat. "Global Shop Solutions' [Advanced Planning and Scheduling](#) application is the best in the business. Incredibly powerful," he adds.

ATD in the Global Supply Chain

[Supply chain management](#) is another important area where Global Shop Solutions ERP software makes its mark on ROI. With Global Shop Solutions in place system-wide, ATD Precision keeps close tabs on the variables that come into play when their customers depend on them to keep the value stream moving in the right direction.

Global Shop Solutions ERP software is able to build and manage ATD Precision's planning, purchasing, scheduling, and expediting of the products, sub-components, and outside services they use within the supply chain. In fact, the materials management functions within Global Shop Solutions work to coordinate upstream suppliers and services for just-in-time production efficiencies that also build consistent on-time delivery to their own downstream customers. For Almekinder, the robust and reliable supply chain management capabilities of Global Shop Solutions means less time fixing problems and more time in proactive production process improvements.

"Global Shop Solutions has helped us succeed because we are a more cost-effective manufacturer with the software. Because of our known reliability as a quality machine shop, we're able to maintain long-term relationships with our suppliers and our customers. Customers know they can count on us and that what we are telling them about quality and delivery is accurate. This is a result of less maintenance needed on the system due to the fact that it's all in a single-source system. This is really important to us, and I know my job's a lot easier with Global Shop Solutions than with what we had before," Almekinder observes.



ATD Precision strives to exceed customer expectations.

Leaning Away from Trees

With such completeness in single-source ERP software, ATD Precision is able to turn to Global Shop Solutions for continuous improvement in all aspects of their operation. For example, as a close tolerance manufacturer, ATD Precision prides itself on producing quality products that meet and exceed their customers' expectations. As an ISO 9001:2000 certified manufacturer, for ATD Precision there is no second chance at producing quality products for a customer - it must be done perfectly the first time.

"Global Shop Solutions has helped our documentation in the [Quality Control](#) application," Almekinder states. "We're big users of the Quality Control and the Engineering Change Control application, and with the electronic documentation they produce, we don't have to worry about the file drawers getting over-filled. When the auditor comes in and wants to see our cause and corrective actions, we simply pull up our Global Shop Solutions ERP software and all of the information is right there."

For ATD Precision, the decision to purchase and implement Global Shop Solutions ERP software was one based on a business philosophy of efficient quality. Global Shop Solutions allows ATD Precision, the ability to focus on the work; more focus on the work means better quality out the door. ATD Precision has become an efficient machine shop through the lean results found in the reduction of paperwork. They have recovered an enormous amount of productive labor time for use in more important operation functions than paper filing and document searching.

They have – resoundingly – reduced their overall cost of goods sold and enhanced their bottom line. And, they've saved countless trees in the process.