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Making The Right Connection Electro Systems Case Study

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Making the right connection



When selecting an MRP system it is essential to ensure that it can grow with the business and be able to add extra facilities when needed. Electro Systems has found the system it selected several years ago continues to provide the facilities it needs to keep ahead of the competition.

Mark Downing, Managing Director of Electro Systems says that the company is committed to the Concept 3000 system, which has been essential in tracking and controlling an extremely diverse product line. He has recently upgraded to the Client/server version of Concept 3000 running on Windows NT, which includes the latest E-commerce and Product Data Management Facilities.

"Concept 3000 is essential to our business as it grows" he says "In fact it is the most important piece of equipment in the company. Without it we would not have the information necessary to control such a complex variety of similar but essentially different assemblies".

Electro Systems, based near Manchester, produces flexible electrical connection systems for domestic appliances, computers and the automotive and telecoms industries. Such a diverse range of industries and customers calls for many different types of wire, cable and terminations. As Downing points out,

"the tremendous number crunching capability of Concept 3000 enables us to keep track of all these variations and allows rapid input of changes, including costs, purchasing requirements and also to find out viable alternatives".

To enable Electro Systems to provide accurate quotations which are competitively priced but profitable, Concept 3000 costs down to 1/1000th of a penny per unit. Before using Concept 3000 every order needed to be completely recosted, taking into account the latest material prices, labour costs and productivity rates which changed when new machinery was introduced. *"Using the Concept system, all these changes are constantly monitored and new costing instantly produced, saving us a great deal of time, ensuring our margins are correct and allowing us to offer a more efficient service to our customers",* commented Downing.

Downing added that *"Apart from the expected reductions in inventory and work in progress already achieved, I greatly value the speed and ease with which I can obtain management information and assess profitability".*

New features that Electro Systems use include the automatic emailing and faxing of documents, including orders and acknowledgements, to customers and suppliers. The new product data management system will also bring about improvements with the central filing and retrieval of documents such as drawings, which can now be attached to orders and products.