

# The Metalworking Group

Increases On-Time, In-Full Delivery to 86%  
in under 12 Months with Aptean Industrial  
Manufacturing ERP



## Industry

Fabricated Metal Manufacturing

## Challenges

- » Cumbersome manual planning and scheduling processes
- » Lack of visibility business-wide
- » Difficulty meeting delivery dates

## Benefits

- » Planning and scheduling processes automated and streamlined
- » OTIF rates increased by 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 Industrial Manufacturing ERP Made2Manage Edition to gain visibility into operations, improve material management, streamline scheduling and increase customer satisfaction.

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

"Aptean Industrial Manufacturing ERP 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."



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

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

This takes the guesswork out of production planning and scheduling, ensuring that MWG uses 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 Aptean to where we are now, it’s night and day,” said Watts.

The Aptean Industrial Manufacturing ERP 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.

The Aptean system 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 note 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 the Aptean Industrial Manufacturing ERP, which will automatically push it out on the schedule while alerting all key personnel and managers.

# The Results

Before implementing Aptean Industrial Manufacturing 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 their Aptean Industrial Manufacturing ERP solution, 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 the Aptean Industrial Manufacturing ERP. It’s our bible, our go-to for just about everything we do in the company.”



## Are you Ready to Learn More?

Interested to see how Aptean Industrial Manufacturing ERP can help you better manage your manufacturing company?

Contact us at [info@aptean.com](mailto:info@aptean.com) or visit [www.aptean.com](http://www.aptean.com).



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