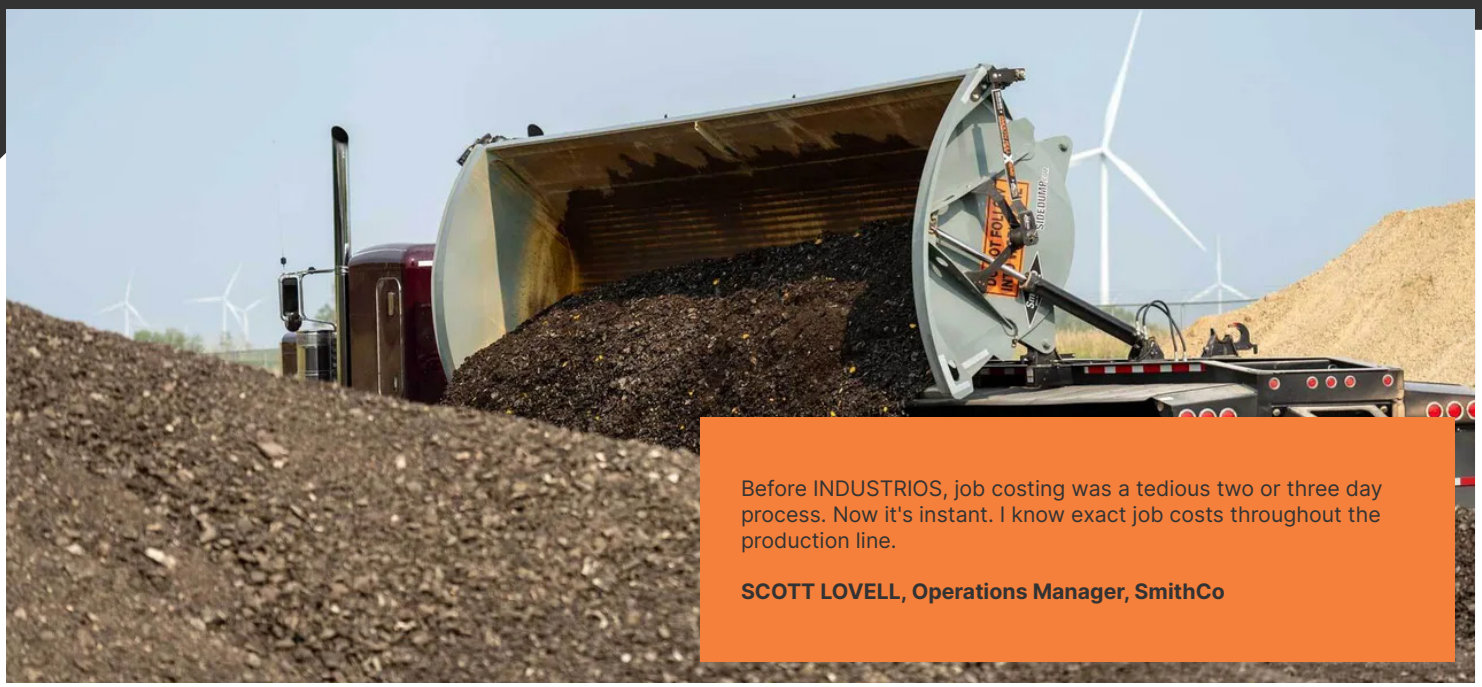
Success Story
SmithCo Manufacturing

INDUSTRIOS SOFTWARE, INC.



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>
> **SCOTT LOVELL, Operations Manager, SmithCo**

SmithCo Manufacturing Automates Labor & Payroll with INDUSTRIOS ERP

SmithCo, Inc. gained value far beyond typical ROI after implementing INDUSTRIOS ERP

Founded in 1994, SmithCo Inc., a manufacturer of side-dump trailers, grew from Greg Smith's desire to design a side dump trailer that would meet the Federal Bridge Formula, eliminate dangerous trailer tip-overs and improve efficiencies and revenues in the construction industry. Today, SmithCo produces more side dump trailers and models than all other manufacturers combined. It operates seven different businesses within its 70,000 sq. ft. facility located south of Le Mars, Iowa.

The company's leaders credit their success to a passion for unequalled quality, custom design solutions and industry-leading service.

THE ASK:

SmithCo implemented INDUSTRIOS ERP Manufacturing Suite to meet the challenges of continuous growth. The decision to rely on INDUSTRIOS was prompted by its integration with SolidWorks, AutoCAD, and QuickBooks, automated and accurate real-time data functionality, and the ability to streamline overall operations. Also central in their decision was the strong INDUSTRIOS inventory, purchasing, and bill of materials features, the solution's effectiveness, and the dedicated services, training, and technical support teams.

With these established components in place, SmithCo was assured of their decision to grow their business with INDUSTRIOS.

COMPANY
SmithCo, Inc.

WEBSITE
sidedump.com

INDUSTRY
Heavy Equipment Manufacturing

THE RESULTS

1. Easily accessible, real-time accurate data
2. Improved BOM functionality enables faster and efficient operation
3. SolidWorks, AutoCAD, and QuickBooks integration enhances operational efficiency

IndustriOS at work

"From a standpoint of knowing what we have, that BOM's are good and so forth, ROI is hard to quantify (now). But to me, it's a greater return than I could ever assign a dollar value to as I don't have employees stressed out. This is huge...we could not have maintained our previous processes and operational structure. INDUSTRIOS is aligned with our customer-focused philosophy. We both have diverse products since we create solutions for customer specific needs. We instantly knew INDUSTRIOS wanted to add value to our company and ensure our success. Ours is a collaborative partnership."

SCOTT LOVELL, Operations Manager, SmithCo

Inventory Access: Approved

INDUSTRIOS' robust Inventory functionality offers SmithCo extensive benefits. SmithCo is very proactive in purchasing raw materials; with their buying power, they sometimes purchase their raw materials for select vendors. Therefore, detailed off-site inventory tracking is essential – and easy with INDUSTRIOS. SmithCo now easily manages raw goods and finished inventory, with visibility of how much money is stored in their raw and finished goods section. With accurate and real-time data, information flows throughout departments. They now have manageable lead times, particularly with blanket orders, and efficiently re-order stock. This increased visibility optimizes inventory storage space and maintains correct levels.

"We were...used to not trusting our inventory system...but now we say, 'INDUSTRIOS is really working!'" Scott Lovell, Operations Manager.
Job Costing, Production, and Quoting

Before INDUSTRIOS, job costing was a tedious two- or three-day process within Excel, prone to data entry errors. This entailed manually entering hours into a spreadsheet and placing them on jobs to determine the cost. They would then deduct a BOM for a trailer when it first arrived on the production floor and wipe inventory as they could not pull components as it progressed through the plant. Now, the INDUSTRIOS Production Management module completes this instantly. SmithCo knows job cost in relation to time and location on the production line, with components pulled up to that point. This also provides more accurate WIP calculations.

SmithCo also sees improvements in other production processes. Before INDUSTRIOS, actual labour costs were determined by best-guess estimates. Now, they immediately know if a process is taking longer than slated and take instant corrective action. Gains are seen in production time, as they no longer wait for product to arrive. And with next-day air service eliminated, shipping costs are also reduced. With streamlined data and functionality, SmithCo has gained productivity, efficiency, time and cost savings.

INDUSTRIOS gives SmithCo a competitive advantage. When quoting complex BOM, Engineering can now enter a trailer into a test job to find what the cost estimate is, to ensure an accurate quote for something not yet built. They confidently and accurately quote jobs.

AutoCAD, QuickBooks and SolidWorks Integration

With SmithCo's complex operations, the need for advanced integration was high. Unlike other ERP systems, INDUSTRIOS created integration with AutoCAD and SolidWorks, essential components in SmithCo's operations. While their engineering department has a limited use of INDUSTRIOS, they benefit tremendously from enhanced communication. Previously, any engineering changes required complex Excel adjustments involving several staff members. Now, all departments receive instant notification when a drawing change is made. Since INDUSTRIOS pulls BOMs directly from AutoCAD and SolidWorks, drawing changes are automatic and immediate. With accurate, streamlined, and real-time data, they no longer need to update the entire organization when a change is made. As Scott Lovell, Operations Manager said, "We just put the drawing in and it goes to work." They can now close a month instantly – rather than up to one month to do so. The results are productivity, efficiency, time and cost savings.

Accounting functionality is also assured with considerations for future growth. The key was comfort. With a long QuickBooks history, SmithCo was pleased to continue using a program long-familiar to their team.

A Partnership That Goes Beyond ROI

SmithCo gained more than operations improvements, but a partner. "You don't find vendors more concerned about your success rather than selling their product. INDUSTRIOS is the opposite. This is very valuable to me." Scott Lovell, Operations Manager.

SmithCo is still determining ROI gains from the INDUSTRIOS implementation, yet returns already exceed any dollar value.

Setting the Course for Success

With hands-on support, training, and responsive technical support, the INDUSTRIOS implementation served SmithCo's every need. Their team is very pleased with their new INDUSTRIOS functionality. Future collaboration and implementations are slated such as Configurator, Scheduling, and a nesting software interfaced with Item Master entries to enable real-time, accurate steel parts costing. With continued projected growth, it is certain INDUSTRIOS will grow with SmithCo.

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