

Customer Success Story

Tracking materials and labor costs



Producer of highly customized test systems for electronic device manufacturers

Business Needs

Our client needed us to manage their Macola ES ERP implementation. During this process, it became apparent that there was also a demanding need – to track materials and labor in order to answer the question “How do we know whether we are making money on this order or not?”

Solution

During the ERP implementation, it was necessary to create a “standard” bill of materials. Even though each product would be custom, it was based on a standard platform. This would allow a more accurate hardware estimate to feed the quoting of new orders.

Results

Linking together cost-effective packages allowed for matching material and labor costs against each project in order to determine profitability. This will also allow our client to begin building a track record of accuracy – both during the project planning and quoting process.