



# Case Study – Electronics Manufacturing Company

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**Presented by:** Mark Lees

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## Summary details

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Client approval: Yes

### Company information

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<b>Solution group</b>	Manufacturing - electronics
<b>Solution offering</b>	Work quotation & job programming systems
<b>Project name or title</b>	n/a

### Customer profile

<b>Customer name</b>	Electronics design and manufacturing company
<b>Address</b>	Leicestershire, England

<b>Industry</b>	Electronics
<b>Number of employees</b>	10 - 20
<b>Annual revenue</b>	c. £7m

# Case Study Report

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## Case Study for Electronic designer and manufacturer, Leicestershire, England

### Company profile

- Established in the early 1990s, one of the leading design houses in their specialised field.
- Revenues in 2005: £7 million
- Manufacturing through hole, surface mount and mixed technology products
- Active in a range of markets, including automotive, security, industrial and lighting.

### Business situation

As a result of deciding to make the transition from being solely a design house to a design and manufacturing company, this client needed assistance with streamlining and automation of certain aspects of their manufacturing and sales processes.

### Technical situation

This manufacturer's new production facility had received high levels of investment and contained modern, efficient machinery. Because of limitations in the availability of skilled workers and increased time demands on sales staff, a solution needed to be found that would assist in automating certain frequent programming and document preparation tasks.

### Solution

Following initial discussions with the client, a proposal documenting the proposed implementation was passed to the client. Following client acceptance, two separate Microsoft Excel applications were developed – a job quotation system and a job programming application. Excel was chosen because Client staff were already comfortable using this software, and it allowed the easy import of key accounting and stock data from their existing accounting package.

The job quotation system was developed to allow sales staff to quickly and accurately develop job costings and quotations with minimal input and ensuring that all costings were up to date and accurate. Output from the system could be generated electronically (in XLS or PDF format) and then emailed to the client from within the application, produced as conventional hardcopy for delivery to customer by hand or mail, or a combination of both.

The job programming application was developed to allow staff without the necessary programming skills to quickly generate operating programs for the Clients through hole 'cut and clinch' machine. Following generation of the bill of materials and placement order, the program was saved in XLS format prior to being copied to a floppy disk for transfer to the cut and clinch machine. Due to the age of the machine, floppy disks were of the 5 1/4" variety, but formatted in a non-standard way – this involved interfacing the Excel application with an external formatting program.

## **Benefits**

There were many benefits for the client in adopting EAM Consulting's solution, but included were the following key benefits:

- Reduction in time taken to produce quotations
- Consistency and continuity in appearance of quotations
- Documented quotation history available for reference/analysis
- Reductions in time taken to produce new job machine programs
- Follow on reductions in both manpower and manufacturing costs

## **Products and services used**

- MS Excel based job quotation system
- MS Excel based job programming system

## **Services provided by other groups or companies**

No outside companies or organisations were used in the provision of this particular solution.



## **EAM Consulting**

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