

BRIGHT LIGHTS SHINE ON GLOBAL SHOP SOLUTIONS



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Dusty Alexander
President & CEO
Global Shop Solutions

CUSTOMER OF THE MONTH: BECKER ELECTRONICS, INC.

Becker Electronics, Inc. is a contract electronics manufacturer, specializing in custom cable assemblies, harnesses and mechanical assembly services. Headquartered in Ronkonkoma, New York, the company serves a variety of industries, including aerospace, audio, computer equipment, home automation, machine tooling, medical equipment, military applications and more.



Becker Electronics, Inc. is determined to succeed and committed to excellence in every aspect of our business.



Becker Electronics, Inc. excels at quickly producing large quantities of box builds.

Founded in 1996, Becker Electronics, Inc. provides a wide range of electronic assembly services, from mass-produced wire crimping items to complex harness assemblies. Other services include soldering, custom labeling, wire cutting and stripping and box builds. Committed to quality products at competitive prices, Becker Electronics, Inc. is ISO 9001:2008 registered and UL and CSA certified.

Until recently, Becker Electronics, Inc. managed production with an outdated ERP system that did not support coherent production scheduling. After researching several different ERP vendors, senior management decided to upgrade to Global Shop Solutions.

"We selected Global Shop Solutions because we wanted a complete system rather than having to buy different modules and cobble them all together," says company President David Sosnow. "Also, they took the time to learn about and understand our company. We felt they would make a good long-term partner as we grew our business."

Schedules Delivered and Followed On Time, Every Time

To improve the flow of work through the shop floor, Becker Electronics, Inc. uses Global Shop Solutions' powerful Advanced Planning and Scheduling (APS) module. Rather than using its automatic scheduling features, planners use its reports to drive the scheduling process.

The reports identify how much time is available for each work center and when jobs are due by the day, week and month. Instead of using an "up next" approach, planners use the data to determine when and where to schedule jobs. They also use APS to assign priority codes to each job, and create location and material flow codes that make it easier to track workflow through the shop floor.

"Rather than the machine itself, we consider our workcenters to be the tooling for the machines and the applicators," says Sosnow. "Once we properly identified them in APS, it completely changed our scheduling process. We used to run behind schedule on almost every job. Now we almost never fall behind."

Revamping Routers Achieves Extraordinary Production and Efficiency

Becker Electronics, Inc. also used Global Shop Solutions to improve the functionality of its router flow. This allowed them to restructure their internal manufacturing process to be more efficient, productive and under control.

"Changing the tooling takes the most time for most of our jobs," says Sosnow, "so we identified and timed every individual function at each workcenter. For example, instead of saying a job takes 20 hours to complete, we now say it takes 15 minutes for crimping, one hour for wire prep, 30 minutes for labeling, and so forth.

"Having this data in the system allows us to create more accurate routers. Instead of changing the tooling 10 different times, we leave the tooling, run the jobs, and run much deeper into the schedule. As result, our production times and efficiency of workflow are extraordinary."

50% Increase in On-Time Delivery

Since implementing Global Shop Solutions, Becker Electronics, Inc.' on-time delivery rate has nearly doubled – from about 50% to a consistent 99%. Sosnow attributes the increase their dramatic improvements in scheduling and the superb visibility of data throughout the system.

"The software does so many things to help us deliver on time," he says. "First, the production reports tell us how much time we need to produce the orders we've committed to. Then we drill down into the work orders to see how much work we have in a particular week and balance that with labor and machine availability. And we can do it all from one screen in Supply & Demand."

Driving Down Labor Costs

Global Shop Solutions also helps Becker Electronics, Inc. offer competitive pricing by keeping material and labor costs under control.

The Auto Purchasing module is helping purchasing personnel become more efficient by making it easy to track purchases and material usage. The reorder points automatically let purchasers know when its time to order – saving time and leading to smarter buying decisions.

Meanwhile, using the software to track labor time has significantly lowered labor costs.

"Global Shop Solutions provides a very thorough and efficient foundation for evaluating labor in real time," says Sosnow. "The ability to track time on each job, the instant collating capability, and next-day exception reports are driving our labor costs down as we more accurately monitor performance."

Hitting A Home Run with Production Control

Global Shop Solutions is even helping to reduce excess paper by allowing workers to electronically access drawings and work instructions at their workstations.

Ultimately, however, the "home run" for Becker Electronics, Inc. has come from the massive improvements in production control. Very rarely does the company fall behind on a job schedule anymore. And rarer still do they miss a promised delivery date.

For Sosnow, the company behind the software is as important as the product itself.

"With ERP, you're not just buying software, you're buying a relationship," he says, "and we believe we got the right partner with Global Shop Solutions. They provide excellent service and support, and we feel like we matter to them as a customer.

"So far, we've only scratched the surface of all the software can do. We expect to gain a lot more efficiencies as we become more proficient with it, and I predict it will be a long time before we hit any limits within the system."