

Why Inscape Solutions Selected Frontier

Enterprise Software For Furniture Manufacturers

INSCAPE SOLUTIONS

In office furniture manufacturing, especially office systems, it's not unusual for the majority of a company's business to come from custom orders. At Inscape Solutions, about two-thirds of its business is manufactured to-order.

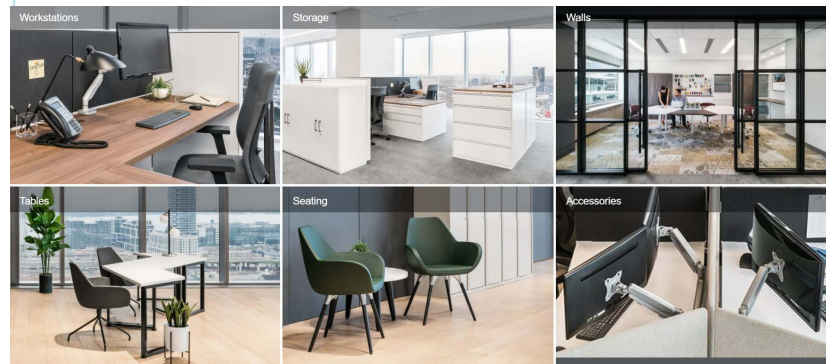
Before Inscape pursued an enterprise system for its headquarters and several manufacturing plants, the company clearly understood the complications posed by dimensional products on manufacturing throughput.

Unfortunately, the ERP vendor originally selected had not addressed in its solution some of the same critical issues as Inscape. For example, a dimensional configurator was not part of the product suite. Nor could the vendor deliver quality consultants to implement their system. Eventually the price of modifications inflated to a point that compelled Inscape to shelve the system and start from scratch.

In a new search, three vendors participated in a mini-conference room pilot, demonstrating their software's applicability to Inscape's product manufacturing. Learning from the past, Inscape prepared an issues list and asked vendors to address these requirements as well as to prepare a quotation for modifications. Successful in its "Proof of Concept," Friedman Corporation was the selected vendor, resulting in a major competitive replacement win for the software company and a light at the end of the tunnel for Inscape.

"As a configuration-based system, Friedman's Frontier easily handles the dimensionality of our office systems' cabinets, platforms and partitions, not to mention the options such as color and upholstery," said one of the Inscape decision makers. "Frontier allows us to gang similar orders using the assembly scheduling module for efficiently running our production line. Then we can split up these configured orders so they are delivered to job sites as our customer wants them, not losing visibility to the whole order."

The 130+ year-old company has experienced rapid growth recently. Since order throughput improves when a strong product configurator is feeding the manufacturing system, Inscape has been able to scale its business significantly, becoming larger and more efficient while proportionally limiting staff growth.



For more information or to arrange a demo:

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