ADVANCED REPORTING
by CompuSoft Development

Power Engineering and Manufacturing, LTD

PEM

APTEAN CUSTOMER GETS EXACTLY WHAT THEY NEED

Established in 1975, Power Engineering and Manufacturing specializes in the custom design and manufacturing of heavy duty gear boxes used in the oil and gas industries, among others. Their products operate throughout the U. S. and in more than forty-eight countries worldwide.

Looking to maximize the efficiencies gained from implementing one of Aptean's leading ERPs, they chose Advanced Reporting - the premiere reporting and business analytics software - to gain visibility into their Key Performance Indicators.

Before adopting Advanced Reporting, Power was exporting their data into spreadsheets to create custom reports, but it proved much too time consuming. Information needed to be tracked from disparate parts of the system, so exporting information out into spreadsheets became a difficult and time consuming task - on top of the fact that accuracy was always a question mark. John Warren, President of Power, recalls that "there were a lot of times that we just didn't have reports created for the type of information we needed at the time, and because of the time it would take us to create one, we simply did without. But it's hard to make fact-based decisions when you don't have the right information at your disposal when you need it."

In fact, Warren remarks that not having the right information was Power's biggest problem before implementing Advanced Reporting - which was a problem throughout the organization, from the executive team all the way down to the employees who needed to make important daily decisions. "So you sort of flew by the seat of your pants," Warren remembers, "because sometimes it just wasn't feasible to go out and generate reports that had the data you needed."

Profile:
- Power Engineering and Manufacturing
- Waterloo, IA
- Custom design and manufacturing of heavy duty gear boxes
- Products operating across the U.S.A. and in more than 48 countries worldwide

Challenges:
- Exporting data to spreadsheets to create custom reports proved too time consuming
- Information needed from disparate parts of the ERP system
- Accuracy was always in question

Solution:
Installed Advanced Reporting by Aptean partner CompuSoft Development

Results:
- Clear picture of inventory items showed it wasn't profitable to stock parts
- Learned it is cheaper to make-to-order
- Created many reports that have helped increase efficiency
- Can now easily see budget reports allowing them to quickly react when necessary
- Sales Dashboard provides a detailed picture of where they are at any given moment
- Now have a competitive edge in the day-to-day business operations

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Because the information they needed exists in different places within the ERP system, it took a lot of time to search and get just the data you needed for a specific purpose. Another related problem is that the information was in reports that had too much information and thus consumed a lot of paper, where they had to print it out and find exactly what they were looking for. So the company was as interested in not seeing irrelevant data as much as seeing the right data. "With Advanced Reporting," says Warren, "I can create reports that give me only the information I need, without all the irrelevant data I used to have to go through. Sometimes it was like finding a needle in a hay stack. Now, Advanced Reporting allows me to easily create exactly what I need, and then drill down for more details if I want more context."

Warren illustrates how Advanced Reporting has impacted Power's business from an inventory perspective. While they used to make parts and place them in inventory, a report they were finally able to write in Advanced Reporting changed all that. Giving them a clear picture of inventory items that hadn't been sold or made in the last five years, the report showed it wasn't profitable to stock parts. "Although we used to make parts for us because we thought it was cheaper to do it in bulk, it turns out that it wasn't the case. That's why we now only make-to-order. Advanced Reporting has helped us change our business in a rather fundamental way."

Warren says that Advanced Reporting has helped them create many other types of reports as well that have increased efficiency. They've been able to create strategic reports such as production, profitability, sales by production hour, inventory control, purchasing, assembly, and many others. One particular example Warren highlights is their costing reports that empower each department to closely monitor the things they control. Now at their fingertips and the push of a button, they can easily see their budget, where they are, what they've spent, and what their costs are - allowing them to react quickly and make adjustments when necessary.

"I also have a dashboard that's up all the time," says Warren, "that I call Know-it-All. Consistent with its name it's sort of a 360 dash showing accounts, dollar amounts, a balance sheet, orders, sales we've made, when they're scheduled to be delivered, where the engineers are at the time, and a comparison to the balance sheet with a year-to-date and previous month. It's essentially an information sheet I've set up so that I know how much our sales are, and what our projections are for the month and year. Because I want the latest information, I have it refreshing every minute. And of course I can drill down on the numbers to get a detailed picture of where we are and how we're doing. I love it! Overall, Advanced Reporting has given us an important competitive edge in our day-to-day business operations. I'd highly recommend it to any company looking to gain efficiencies and lower reporting costs."

About CompuSoft Development

CompuSoft Development, makers of Advanced Reporting, is a leading developer of enterprise reporting software for the ERP, University, Distribution and Accounting sectors. Our products allow accountants and managers to maximize productivity through reporting tools that are easy to use, and provide quick access to the necessary data they need to make critical business decisions.