

ROI WITH PROSHOP

There are many reasons why clients choose to implement ProShop. Foremost among those reasons is to provide a positive ROI. There are **4 main ways** that ProShop provides ROI compared to legacy ERP systems:

INCREASED REVENUE

ProShop allows companies to increase their revenue through a number of mechanisms.

- a. Reduction in work-center downtime, which allows more available capacity to be sold.
- b. Increase in overall shop velocity, getting jobs through the shop faster, and allowing higher sales as a result. Less time spent per job, less paperwork to fill out, more time doing value added work.
- c. Giving shops the confidence and ability to take on more complex projects with multi-level assemblies, multiple outside processes, etc. rather than just component parts. These jobs are higher priced, and more lucrative with less competition and higher margins.

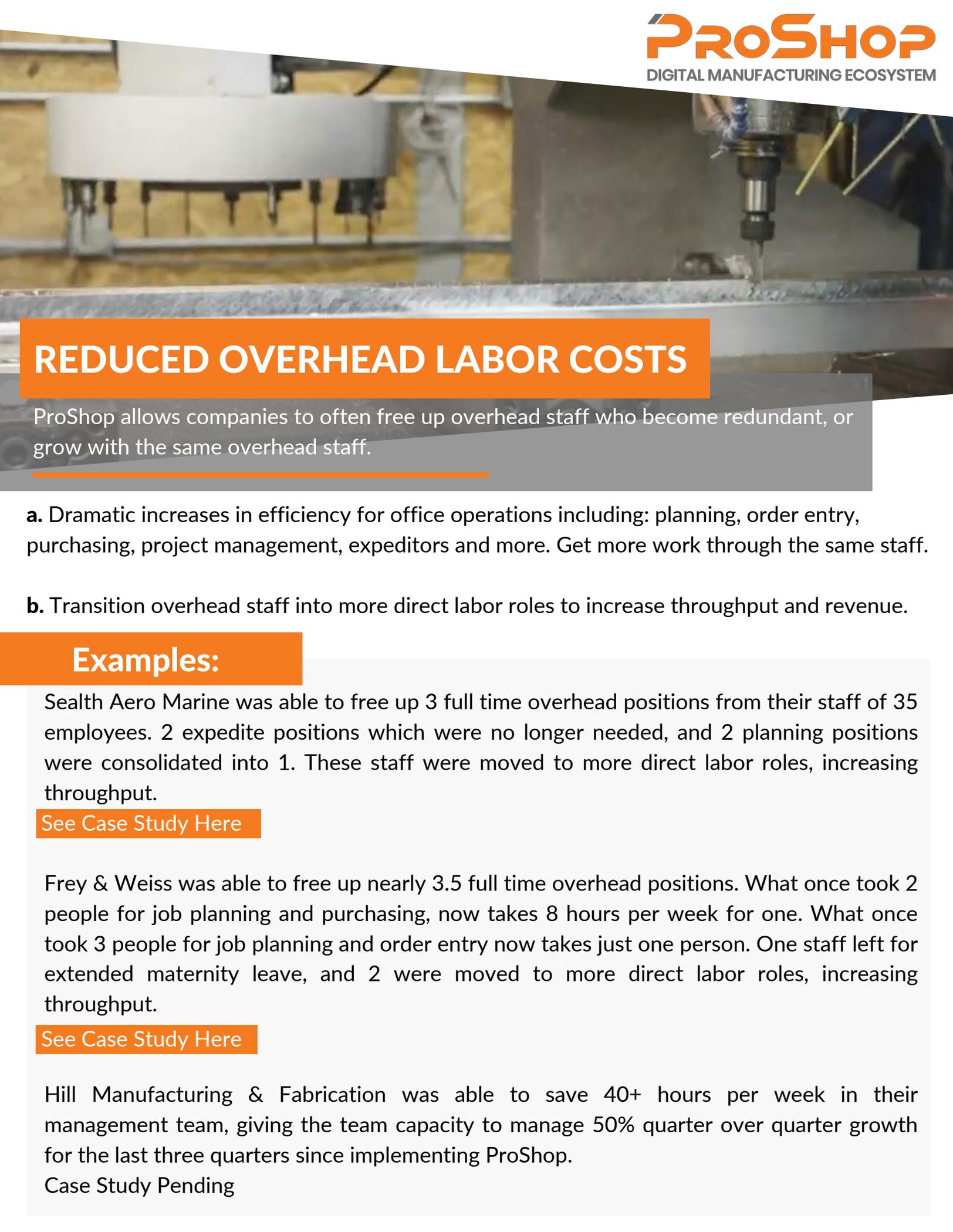
Examples:

Nezkot Precision Tooling & Engineering was able to bill 30% more revenue within a year of implementing ProShop as a result of several of these factors, with the same exact staff.

[See Case Study Here](#)

East Branch Engineering was able to increase revenue 18% in the first year with the same exact staff, primarily due to eliminating down time, increased spindle utilization, and faster setups.

[See Case Study Here](#)



REDUCED OVERHEAD LABOR COSTS

ProShop allows companies to often free up overhead staff who become redundant, or grow with the same overhead staff.

- a. Dramatic increases in efficiency for office operations including: planning, order entry, purchasing, project management, expeditors and more. Get more work through the same staff.
- b. Transition overhead staff into more direct labor roles to increase throughput and revenue.

Examples:

Sealth Aero Marine was able to free up 3 full time overhead positions from their staff of 35 employees. 2 expedite positions which were no longer needed, and 2 planning positions were consolidated into 1. These staff were moved to more direct labor roles, increasing throughput.

[See Case Study Here](#)

Frey & Weiss was able to free up nearly 3.5 full time overhead positions. What once took 2 people for job planning and purchasing, now takes 8 hours per week for one. What once took 3 people for job planning and order entry now takes just one person. One staff left for extended maternity leave, and 2 were moved to more direct labor roles, increasing throughput.

[See Case Study Here](#)

Hill Manufacturing & Fabrication was able to save 40+ hours per week in their management team, giving the team capacity to manage 50% quarter over quarter growth for the last three quarters since implementing ProShop.

Case Study Pending



REDUCED DIRECT LABOR COSTS

More efficient shop floor operations. Faster setups, less labor per job, lower scrap rate.

- a.** By providing paperless/visual work instructions, job setups go faster, meeting or beating targets more often.
- b.** A wider range of employees can successfully setup jobs, reducing machine downtime and waiting time.
- c.** Cutting tool management specifically reduces setup time of machining operations.
- d.** Built-in tools to ensure that all preparatory work is completed before jobs hit the machines. Result is dramatic reduction in setup time and down time between jobs.
- e.** In-line inspection capabilities allows shop personnel to monitor production quality, therefore reducing quality problems and fixing problems much more quickly, reducing scrap, rework and remakes.
- f.** Automation of generating quality paperwork dramatically reduces the labor time involved with inspection and document package creation.

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REDUCED PURCHASING COSTS OF GOODS

Major reduction in expediting fees, less need for overnight shipping charges, better purchasing oversight and improved purchasing efficiency.

- a.** Improved visibility of jobs won, purchasing demand, and tools to consolidate purchasing activity results in more strategic purchasing and lower unit costs with volume discounts.
- b.** Much better visibility and forecasting of tools, gages and materials reduces the need to expedite items at the last minute.
- c.** Better oversight of required shipping dates to outside processes and visibility of the schedule results in reduction of expediting fees for outside processes.

Examples:

Hill Manufacturing & Fabrication was able to increase visibility of their schedule and allowed the purchasing department to buy smarter, resulting in COGS reduction of +10% in the first 6 months of implementation. Improved scheduling has resulted in less expending of jobs.

Case Study Pending

East Branch Engineering was able to nearly pay for their entire ProShop purchase by reduction in UPS overnight shipping charges and expediting fees because of ProShop's built in tools to increase visibility. Savings per year exceeded \$32,000.

[See Case Study Here](#)