

SPDM and JobBoss



**San Diego
Precision
Machining
Hones in on
Profitability with
JobBOSS."**

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SAN DIEGO PRECISION MACHINING USES JOBBOSS FOR ACCURATE QUOTING AND IMPROVED CUSTOMER SERVICE



San Diego Precision Machining (SDPM) specializes in close tolerance CNC machining for both small volume prototypes and high volume production quantity runs. Its customers are in industries ranging from medical devices to aerospace and military – all industries where tight tolerances are required. The company works with a wide variety of materials including aluminum, stainless, titanium and even PVC and other plastics. With its ability to keep close tolerances regardless of the material, San Diego Precision found its services in high demand.

The company found that its legacy ERP system could not keep up with its growth. In order to endure the demand, SDPM began a search for an ERP system that could grow with them and increase profitability. Ultimately, they selected JobBOSS because of its excellent functional fit and reputation for superior support.

About San Diego Precision Machining

San Diego Precision Machining is a 45-person company founded in 1971. They originally started as a prototype shop for the San Diego region, but over time, they expanded into longer production runs and more materials. Today, they are well known for their high quality product and attention to customer needs. They are ISO 9100:2009 and AS 9100 Rev C certified. The company's commitment to quality, delivery and fair prices makes them a leader in the industry.

The Challenge:

San Diego Precision Machining's Owner, Jason Matteson, had big plans for the company's growth but could tell their existing ERP system wouldn't support the planned expansion. He was frustrated by the existing vendor's focus on traditional MRP rather than ERP for job shops. In fact, the vendor released several new versions but with no new functionality. Even worse, the support offered by the vendor was poor. Matteson knew he had to look for a solution or abandon his growth plans.

Despite the previous vendor's efforts to accommodate their needs, SDPM found JobBOSS was a premier solution that could continue to evolve with them. They went with JobBOSS, which won out over the other contenders because of its superior fit for a job shop that well beyond what the old system could offer, and because San Diego Precision Machining knew the company had the industry expertise and support they wanted.



BENEFITS

- More accurate quoting
- Better cost analysis
- Flexible shop scheduling
- Clear priorities
- More on time deliveries
- Improved customer satisfaction
- Supports ISO and AS certifications

The Solution

Now it was time to start implementing the system. The team at SDPM had concerns that implementing the system would be strenuous and cumbersome, however, due to the outstanding training and support provided by JobBOSS every user was up and running in less than a month. They did all their training in-house, with Matteson himself doing a large part of the teaching. They ran in parallel for two weeks before going live.

Matteson credits the system's intuitive design for the ease of learning and the rapid implementation. "If you learn navigation in one module, they all work the same," he said. "And all the data is there."

San Diego Precision Machining went live using the Quoting, Order processing, Invoicing, Purchasing, Shop Floor Control, Production Scheduling and Data Collection modules already, and are currently transitioning from their prior accounting system to JobBOSS Financials.

One big advantage they noticed right away was the system's consistency. For example, all the forms – quotations, order acknowledgements and invoices – have a consistent look and feel. Matteson feels this detail is important for customers and for his company's brand.



Those job cost detail reports really come in handy. They tell you how you did so you can provide more accurate quoting for repeat or similar orders."

-Jason Matteson, Owner



The Results

San Diego Precision Machining has been using JobBOSS for over four years. Jason Matteson says, "We couldn't do the volume of jobs we're doing without JobBOSS in place. We run 200-350 active jobs at a time. A few years ago, we could only manage 80-90 active jobs." It's safe to say that JobBOSS has been able to support the company's expected growth - and then some.

Another key benefit is the ability to react quickly to schedule changes. Customers change delivery requirements frequently, and JobBOSS helps the company keep track of priorities so they can deliver as promised. Reputation with customers is a major component of the way SDPM does business and JobBOSS has continued to help them deliver on their values of trust and punctuality.

The company uses JobBOSS cost analysis capabilities and job cost reports to project profitability on similar or repeating orders in the future. The streamlined process and enhanced visibility helps them keep costs in line for customers while ensuring the business stays healthy.

The on-time delivery and quality reports provide data that supports their ISO 9100:2009 and AS 9100 certifications, which provide important assurances to customers that San Diego Precision Machining is devoted to quality and delivery. The team also uses the Shop Floor Production Overview to plan the week ahead and make sure they have the necessary tooling and materials ready to go.

Looking to the Future

San Diego Precision Machining recently finished implementing the bar code data collection module, and they are already seeing improvements in accuracy and productivity. They are getting ready to replace their QuickBooks with the JobBOSS financial suite.

Jason Matteson has recommended JobBOSS to several companies similar to San Diego Precision Machining over the past few years. He believes it is a great solution for anyone looking for an ERP system designed for job shops because of its excellent functionality and the service the company provides.

JobBOSS

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