

Tom-Cin Metals and JobBOSS



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TOM-CIN METALS SELECTS 1 EDI SOURCE AND JOBOSS



Tom-Cin Metals Selects 1EDI Source and JobBOSS to Streamline Business Efficiencies Through Advanced Technologies

For the past 30-plus years, Tom-Cin Metals has been providing custom fabrication and build-to-fit designs for bulk storage systems (bins). With a growing customer base, Tom-Cin Metals needed to complement its extensive industry expertise with advanced technology, allowing the company to streamline business processes and optimize the customer experience. To make these necessary improvements, Tom-Cin Metals invested in:

- a robust electronic data interchange (EDI) software solution that complied with requirements established by its trading partner Oshkosh Corporation and
- an enterprise resource planning (ERP) system that helped the company effectively control its capacity and utilization.

The company struggled between easing into EDI and ERP with a somewhat advanced solution or ripping off the Band-Aid and implementing the full project. They chose the latter and could not be more thrilled with the time, money and headaches saved by investing in the 1 EDI Source and JobBOSS solutions.

About Tom-Cin Metals

Tom-Cin Metals is based in Hortonville, WI and has more than 30 years of fabrication skills and experience. What started as a focus on farm equipment sales, service and repair shop has grown into a custom fabrications company dedicated to supplying the best quality parts and service for its customers. Tom-Cin Metals is proud to say it is a made-in-the-USA, family oriented business with great employees and loyal customers.

The Challenge: Streamline processes and improve overall efficiencies

With a longstanding history and a team of 60 employees, operational efficiency and order accuracy are top priorities for Tom-Cin Metals. Prior to purchasing solutions from 1 EDI Source and JobBOSS, the company had major problems with overscheduling, inefficient data entry processes and inaccurate order handling. Joe Chadwick, quality manager for Tom-Cin Metals, states:

“The old way of doing things was very manual. We had employees scanning, picking material and logging material by hand. This was very labor intensive. As for data collection and inventory, there was a tendency to think that the material

“ BY IMPROVING SCHEDULING AND ORDER ENTRY PROCESSES, WE ARE HANDLING ORDERS IN HALF THE TIME AND ARE ALSO ENJOYING A 75% TIME SAVINGS IN OUR PACKAGING AND SHIPPING PROCESS.”



was ordered, to only find out later that the order wasn't placed. We would then have to wait for the material to come in. Another common challenge was the inability for customer service or the production manager to efficiently manage order entry or respond to an order status call from trading partners and customers. These tasks could easily consume hours and even days of lost productivity." There had to be a better way. For Tom-Cin Metals, the "better way" was with 1 EDI Source and JobBOSS.

The Solution: Tom-Cin Metals chooses 1 EDI Source and JobBOSS

Tom-Cin Metals chose to implement 1 EDI Source's EDI/HQ software, which integrates with the JobBOSS ERP system. EDI/HQ combines EDI translation, data mapping and powerful data management tools to provide enhanced visibility, eliminate the need for manual entry and reduce transaction errors. The ERP system from JobBOSS offers complete visibility, access and job control, and helps customers rest easy knowing the system provides the tools to keep them efficient, productive and profitable. Together, these solutions provide efficiency, accuracy and, most of all, peace of mind for Tom-Cin Metals.

Results: The bottom line for Tom-Cin Metals

Before EDI it took 2 individuals 8 hours all day once a week to schedule and enter orders. After EDI they are able to enter all orders within a half a day, a total savings of \$20,800 per year for order entry. This results in less overtime, fewer missed delivery dates and better response times and ratings by trading partners that translates into more work and higher margins. Tom-Cin Metals no longer needs an employee to take orders manually and waste time re-keying data. In addition, the company's support staff can now quickly answer order questions without the worry of chasing down the production manager who served as the company's "answer vault."

In addition to order entry savings, Tom-Cin Metals improved shipping and receiving processes. Before EDI they had 2 individuals working in shipping in receiving. After implementing EDI they reduced their headcount from 2 individuals down to 1 person, a total savings of \$50,000 per year resulting in better ontime delivery, more efficient processes and better utilization of resources. They are now able to reallocate resources to other important initiatives.



Total first year savings and ongoing year over year savings of \$70,800 and overtime was reduced by 80%."

Looking to the future

Just a few months after implementation, Tom-Cin Metals has found that its new EDI software and ERP system are well worth the investment. Chadwick has worked with million-dollar programs, and says that none compare to the advanced functionality offered by the EDI/HQ software integrated with JobBOSS. "Sure, you're going to have some headaches with all the changes, but they're worth it," said Chadwick. "The investment and time we made today will pay off tenfold down the line. For example, we already have at least one employee who went from being extremely frustrated and overworked to focusing her time on other, more rewarding tasks." He commends 1 EDI Source for helping the company save time and money, all while delivering excellent customer service. Chadwick also praises the 1 EDI Source and JobBOSS partnership.

"1 EDI Source has done everything we needed and answered all my wants. It's particularly refreshing to work with such a responsive EDI consultant – I applaud him for delivering such an exceptional experience," said Chadwick. "1 EDI Source works well with JobBOSS and I'm delighted to see their seamless interaction – it really feels like just one company."

JobBOSS

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