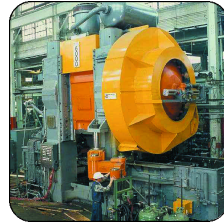
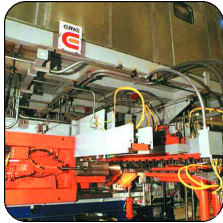




FINESSE® IN ACTION

ERIE PRESS SAVES TIME, IMPROVES MARGINS AND REFORMS BUSINESS CYCLE WITH INTEGRATED FINESSE® ERP SYSTEM.



COMPANY:
ERIE PRESS SYSTEMS

INDUSTRY:
FORGING AND FORMING PRESS SYSTEMS

NUMBER OF EMPLOYEES:
120

RESULTS AT-A-GLANCE

By eliminating project tracking problems, Erie Press saves huge amounts of time, ensures accuracy and significantly improved its ability to quickly and accurately quote future projects. Downtime is virtually eliminated and a streamlined business cycle means faster response times and improved margins.



THE SITUATION: CHRONIC PROBLEMS AND AN AGING SYSTEM CALLED FOR A COMPLETE RE-EVALUATION.

When Erie Press Systems evaluated its old project handling software, they identified three key issues any new system had to address.

First, because the old system ran only on obsolete hardware that was no longer supported, the company ran a real risk of suffering a system failure capable of crippling the business. The new system had to run on multiple platforms instead of being tied to one hardware supplier.

Second, the old software did not provide the data access Erie Press required to be efficient or cost-effective. Like most manufacturers, Erie Press has unique needs which can only be met by multiple views of its data. But with its old, proprietary software, the company had to have new code written each time it needed to extract information in a format or report not already provided. And when one-time analysis was needed on-the-fly, the company either waited — or couldn't get it at all.

Finally, the company required a system with deep integration across all modules to ensure access to any type of data needed at any time. That meant finding a tightly integrated ERP system that tied all project information together and could reference projects at every step with every module.

THE SOLUTION: EXCEPTIONAL CAPABILITIES AND PEOPLE MAKE THE DECISION EASY.

With its list of must-have capabilities and a vision of how a new system could change its operations, Erie Press quickly narrowed the field of possible vendors from 16 to three. After meeting with each of the three, Enhanced Systems and Services (ESS) and Finesse were chosen for both its superior system and its people.

"We could see that ESS would work closely with us. They clearly knew our business as well as their own," said Tom Mangin, Erie Press' IS Project Manager.

Erie Press was also pleased that the open platform Finesse system would run on Sun SPARC 20 workstations. This made it easy to integrate with the Sun workstations the company's engineering team already used and the new workstations could be maintained with other Sun systems.

THE RESULTS: WITH THE ABILITY TO TRACK EVERY PROJECT COMPLETELY, ERIE PRESS CHANGED THE WAY IT DOES BUSINESS.

Long before implementation, ESS helped Erie Press prepare by customizing some programs and providing staff training, so the company was up and running quickly after cutover. Today, Finesse is involved even before a project becomes a project by accruing all costs from the start of the sales cycle to the end of a project. "We now know and can manage the cost of making a sale, which we couldn't do before. Time-consuming manual logs and quotes are gone," said Mangin.



The Projects/Contracts/Jobs module makes it easier to track material and accurately quote future projects. Finesse also ensures the extremely tight control Erie Press needs over its engineering drawings to meet QS 9000TE and ISO 9002 environment standards.

Mangin also points to other changes. "Now, even costs that don't make it onto the BOM or were hidden before on large projects are tracked and factored in. There are no folders full of receipts to tally. In A/P, where vouchers and projects used to be matched manually, Finesse makes virtually everything automatic, freeing staff time to find the best prices. With our many one-time and small purchases for specialized projects this is a huge advantage. And on the A/R side, costs are applied to projects and invoiced automatically."

"Things that were impossible before are easy, and things we could do before are now done better and faster," Mangin states. "And we still haven't tapped all Finesse can do. Without making any system changes, we have opportunities to streamline operations even more."

ERIE PRESS

"Working with ESS has been one of the most positive professional experiences I've ever had. They really understand our business, were completely available and worked closely with us to ensure we got the solution we needed."

— TOM MANGIN
IS PROJECT MANAGER

FINANCIAL IMPROVEMENTS

Many manual and repetitive tasks are eliminated freeing time for profitable activities like purchase quoting. Detailed information ensures fast, accurate estimates and better profit margins. And the cost of sales is easy to track and control.

BUSINESS IMPROVEMENTS

Almost all downtime is eliminated. In addition, the Finesse system's deep integration gives users the big picture as well as complete project details at any time — ensuring a smoother, faster project process.

TECHNOLOGY IMPROVEMENTS

Performance is greatly enhanced across-the-board. Existing Sun workstations work with Finesse, and its open



platform provides future growth options. Customized reports are quickly created in-house.

ABOUT ERIE PRESS SYSTEMS

Founded in 1895, Erie Press Systems is a recognized leader in the design, manufacture and integration of technically-advanced forging and forming presses and related equipment. In addition, the company also rebuilds, retrofits and upgrades press equipment for its customers. With its long history of proven dedication to continuous improvement, Erie Press is both ISO 9002 and QS 9000TE certified.

ABOUT ENHANCED SYSTEMS & SERVICES AND FINESSE

ESS is focused on the business software needs of project-oriented manufacturing companies. The company's simple, yet powerful, Finesse ERP software helps small to mid-sized customers manage all of their resources — materials, capacity and people — with the same capabilities huge corporations have, but with greater ease and a more affordable price.

Finesse's tight integration allows information to flow seamlessly across the enterprise and be shared by everyone who needs it. This flexible software runs on the Microsoft Windows platform which lets users take advantage of familiar SQL relational database business tools. And, with experts in customer workplaces every day, ESS ensures that the system's unique project control and engineering modules continue to meet evolving customer needs.



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