



**Computer Software
Development, Inc.**

Put Our Expertise To Work

Client

In Tolerance
Cedar Rapids, IA

Type of Business

Precision Contract
Manufacturer

Number of Locations: 1

Number of Employees: 34

System Users: 20

Software Modules:

- Quoting
- Sales Orders
- Shipping/Invoicing
- Quality Assurance
- Inventory Control
- Manufacturing
- Purchasing
- Specialized Customer Interface Systems

"It took hours to generate sales quotes before, now it only takes us minutes. The integrated solution has resulted in strong teamwork within In Tolerance. Order entry and the production teams are working more efficiently than ever. The software also supports our ISO certification process and ongoing internal audits. ISO is an essential part of our business and having software that supports it saves us time and money."

— Robert Becker, President
In Tolerance

Precision Part Manufacturer Doubles Revenue and Triples Sales Order Volume Without Increasing Administrative Overhead With AQUISS Software as Their Business Backbone!

In Tolerance is an outstanding Iowa-based precision contract manufacturer. In Tolerance has produced precision parts for a diverse customer base of clients throughout the United States, Mexico, and Puerto Rico who represent leading medical, aerospace, communications, food processing, and military industries.

With International Organization for Standardization (ISO) certification, all In Tolerance products adhere to stringent quality control standards and manufacturing conditions, ensuring that every customer order is clearly defined, agreed, and fulfilled.

The Challenge

Over the years, In Tolerance experienced continued growth as the demand for quality precision parts increased. Keeping pace with build-to-order sales requirements became increasingly challenging under the company's old business methods, which failed to provide essential real-time information, integration, and automation.

Providing sales quotes was tedious and time consuming under the company's old business management system. To generate a sales quote, senior managers needed to determine material requirements, generate a bill of material, and determine costs using hand-calculated conversion ratios. "It could take hours to put the quote together," recalls Robert. Additionally, managing the shop floor process of raw materials and finished goods became increasingly challenging as distribution requirements increased.

Consequently, In Tolerance needed a sophisticated business solution that would integrate purchasing, inventory, and manufacturing; plus keep pace with increasing sales demand without significant manual intervention.

The Solution

To solve these business challenges, In Tolerance turned to Computer Software Development, Inc., a business partner that specializes in solving complex business challenges. Computer Software Development, Inc. worked closely with the In Tolerance team to devise a plan to effectively solve their business challenges. "In Tolerance was extremely effective in implementing a new company-wide software system in record time," reflects Jim Coller, President and CEO of Computer Software Development, Inc. "It was very impressive."

After a thorough in-house analysis, Computer Software Development, Inc. recommended the company implement the Automated Quote Inventory Scheduling System (AQUISS) due to the program's scalability and open architecture to meet In Tolerance's developing business requirements. The next step in the company's technology overhaul addressed essential shop floor processing so

that manufacturing, inventory management, and quality control initiatives could be fully realized. AQUISS shop floor control solution provides real-time management of production activities.

By capturing real-time visibility of all shop floor activity, orders can be tracked at any given time. "Previously, it took almost 60 minutes to verify the status of an order," recalls Russ Hess, shop manager at In Tolerance, "because it took so long to answer inquiries, clients would often contact multiple people for order status. Having multiple employees track the same order was a huge disruption to our business. Now any employee can verify order status in less than one minute."

An additional benefit of AQUISS is the automatic application of change orders on a daily basis from their customers to the In Tolerance system. A significant savings resulted by avoiding the extensive labor costs associated with manual entering of change orders.

AQUISS supports ISO quality control initiatives so company employees can monitor processes, maintain adequate records, and trace the root cause of any problem or non-conformance in record time. The software solution ensures the continuum between order taking, planning, scheduling, and execution of all business activities.

The Results

Using an industry-specific solution for manufacturing functions as their business backbone, In Tolerance now has a complete business management solution which is boosting company on-time shipping to 99.99%. "The integrated solution has resulted

in strong teamwork within In Tolerance. The order entry and production teams are working more efficiently than ever," says Hess. "The system supports our ISO certification process and our ongoing internal audits. ISO is an essential part of our business, and having software that supports it saves us time and money."

About the Client

Founded in 1947, In Tolerance is a unique, growing business. Its specialty is delivering precision-machined parts. In Tolerance can be reached at (319) 363-8561 or at www.in-tolerance.com.

About Computer Software Development, Inc.

Since 1987, Computer Software Development, Inc. has provided high quality, customized business applications to large and small businesses. Computer Software Development, Inc. implements and supports e-commerce solutions that leverage existing technology investments and minimize ongoing IT costs. Solutions are fully customizable and can integrate with most existing commercial web sites and popular accounting software systems. With an experienced team, Computer Software Development, Inc. provides custom, seamless business solutions that increase productivity and profit for their clients. Computer Software Development, Inc. can be reached at (319) 849-2298 or at www.comsoftdev.com.

Computer Software Development, Inc.

826 Summit St. | Center Point, Iowa 52213 | USA
319-849-2298 | www.comsoftdev.com

Put Our Expertise To Work