



**Computer Software
Development, Inc.**

Put Our Expertise To Work

Client

Timberline Manufacturing
Marion, IA

Type of Business

Electronic Contract
Manufacturer

Number of Locations: 1

Number of Employees: 75

System Users: 30

Software Modules:

- Quoting
- Sales Orders
- Accounts Receivable
- Shipping/Invoicing
- Quality Assurance
- Inventory Control
- Manufacturing
- Purchasing
- General Ledger
- Specialized Customer Interface Programs

"We are constantly looking for new ways to increase efficiency. We now have a business solution that can keep pace with our anticipated growth."

— Mike Johnson, President
Timberline Manufacturing

Manufacturer Implements ERP Solution and TRIPLES PROFITS Over Three Years WITHOUT Increasing Overhead!!!

Timberline Manufacturing Company is an electronic contract manufacturer specializing in control panels, electromechanical assembly, circuit board assembly, custom cable assembly, wire harness assembly, and value-added services.

The Challenge

After witnessing unprecedented growth in its product lines, Timberline experienced significant logistical bottlenecks handling the increase in orders. At that time, Timberline was using a DOS-based manufacturing system, a separate financial accounting system, and spreadsheets that could not communicate with each other. This meant that data had to be re-entered by hand from one system to the next and that reports were often out-of-date by the time they were printed. It was essentially impossible for Timberline to identify the constraints in the manufacturing system and adjust scheduling to overcome them.

Consequently, Timberline needed to upgrade their accounting system and wanted a more sophisticated business solution that would integrate their client management, manufacturing, and distribution requirements; plus, keep pace with increasing sales demand.

The Solution

To resolve the situation, Timberline turned to Computer Software Development, Inc., a business solutions provider with a well-deserved reputation for providing complete business solutions. Computer Software Development, Inc. worked closely with the Timberline team to put together a plan to effectively solve their business challenges. As a result, Timberline decided to implement the Epicor Vista manufacturing software system.

Quotes are now based upon the bill of materials and job processes which are delivered to the customer in significantly reduced time. When the quote is accepted by the customer, a sales order and a work order are automatically generated with bar coded, shop floor routing tickets. Johnson recalls, "It took hours to generate sales quotes before, now it only takes us minutes." As a result, Timberline can effectively produce sales quotes with minimum effort, while at the same time dramatically improving accuracy and efficiency.

Employees now punch into each work order providing precise time tracking and job costing. "We're able to track employee time on each individual work station and record materials completed and wasted with a reason code," added Johnson. "With these system changes, we can nail down costs in terms of time and track quality in terms of waste on a daily basis."

The Results

After working with Computer Software Development, Inc. to solve their business challenges, Timberline has real-time information, integration, and automation; as well as a reliable method to manage quality standards compatible with company goals and strategies. Since 2004, Timberline has doubled revenue and tripled sales order volume. "We are constantly looking for new ways to increase efficiency," adds Mike Johnson, Timberline President. "With the current software and Computer Software Development, Inc. enhancements, we have a business solution that can keep pace with our anticipated growth expectations."

About the Client

Founded in 1993, Timberline Manufacturing Company is an electronic contract manufacturer specializing in control panels, electromechanical assembly, circuit board assembly, custom cable assembly, wire harness assembly, and value added services. Timberline can be reached at (319) 377-3720 or at www.timberlinemfg.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 mobile and 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 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.

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