

FMH CONVEYORS

Manufacturer Configures Custom Conveyors for Top Retailers & Distribution Centers



Company

FMH Conveyors
Jonesboro, AR
www.fmhconveyors.com

Corporate Details

FMH Conveyors manufactures a complete line of gravity and powered expandable, flexible conveyors. FMH Conveyors specializes in designing turnkey systems for loading and unloading trucks at distribution centers and retail stores. The FMH/Flex Expandable Conveyor has been proven to save time and labor, and increase overall efficiency in a wide range of applications.

Benefits

- Cut proposal production time by 75 percent.
- Improves quote-to-order ratios.
- Streamlines manufacturing production order processes.
- Ability to hit customers' price points.
- Tight integration with Microsoft Dynamics GP

Products

- Microsoft Dynamics GP

FMH Conveyors sells configurable gravity and power conveyors systems for loading and unloading trucks at distribution centers and retail stores.

Challenge

In 2008, FMH Conveyors launched a strategic initiative to reshape the organization's approach to delivering sales quotations to its clients. The goal was to deliver quotes for any of their conveyor models to a customer's unique specifications faster and with greater accuracy. FMH Conveyors offers thousands of potential conveyor configurations for its clients which demanded more than five spreadsheets of data to produce a quote. "Our more complicated quotes took us at least a half a day to calculate the price and generate a bill of material," says Don Kennedy, Configuration Engineer at FMH Conveyors. "We were spending too much time correcting engineering errors as well as data entry and data transfer mistakes. We just did not have acceptable accuracy with the Excel spreadsheets and in hindsight it was costing us a lot of time and money". FMH Conveyors also needed a product configurator that would integrate seamlessly with their Microsoft Dynamics GP Manufacturing ERP system.

Solution

After reviewing several product configurator hosted and on-premise solutions, FMH Conveyors turned to Experlogix. "We selected the Experlogix CPQ for Dynamics GP Manufacturing for its tight integration and powerful rules and formula capabilities," says Kennedy. "We were convinced following a proof-of-concept demonstration that Experlogix could handle our complex requirements."

Result

With Experlogix, FMH Conveyors now has a single source of critical sales and engineering data while quote and order accuracy has improved dramatically. Integration of Experlogix CPQ to Dynamics GP Manufacturing ships complete, reducing implementation time.

According to Kennedy, the complete process of getting a custom conveyor configured, the bill of material generated and the production documents created has been drastically improved. "It is all in Experlogix and GP, not scattered throughout several files. This has drastically reduced the amount of engineering change requests." All quotes and orders configured by Experlogix are saved to Dynamics GP and Experlogix even streamlines the creation of production orders in Dynamics GP Manufacturing, including configured bill-of-materials, routings and manufacturing orders.

"In addition to the improvements we have seen from Experlogix, we are also able to make ourselves more competitive with the accuracy of the information provided by the Experlogix CPQ solution," comments Kennedy. Kennedy reports learning Experlogix was straightforward and intuitive. "Since the Experlogix CPQ solution is very dynamic by design, we are able to make continuous improvements to our implementation of the configurator. We can add more features as well as modify and make changes as our company requirements change. It is easy to fine-tune as our company grows and changes almost daily."