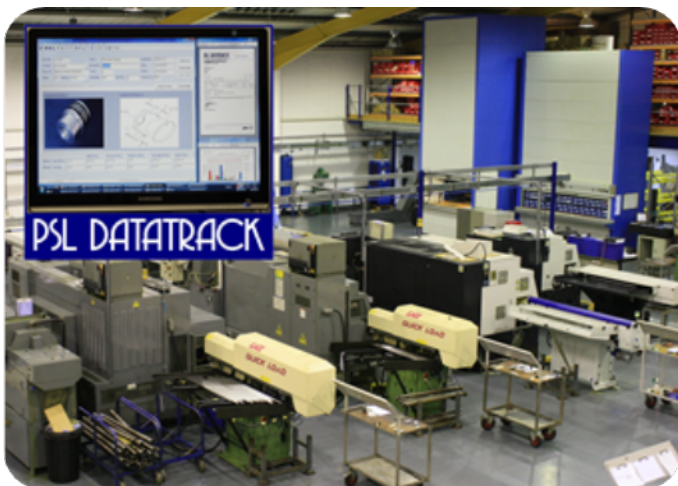




GOING DOWN THE RIGHT TRACK WITH PSL

In the space of just eighteen months, Track Components became so convinced by the benefits of the PSL Datatrack production control software system that the company went from an initial investment in a simple PSL Datatrack Quotation software package to a fully blown installation.

Track Components of Amersham is a leading sub-contract engineering company that manufactures precision CNC turned and CNC milled components. The company provides an engineering service that embraces CAD/CAM design and the manufacture of components from customer drawings, supported by a full or sub assembly service and stockholding facility.



The BS EN ISO 9001: 2008 registered company has invested consistently in its production facilities that now include fixed and sliding head, multi-axis CNC and robotic machines. Surface finishing services, including heat treatment, plating and anodizing, are also available through the company's own sub-contractors.

From small batches to longer production runs, and with the capability to machine a wide range of materials, Track Components' customer base has steadily grown and the need to manage the business more efficiently became more critical. Reliance on manual administration was seen to have disadvantages for owner Clive Purchase who was spending an increasing amount of time dealing with the burden of coordinating customers' needs and suppliers' services whilst also ensuring that quotations were both accurate and timely.

Once orders had been placed, some key challenges were to ensure that work in progress was managed satisfactorily, costings were accurate and deliveries were made on time. Whilst these challenges

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represented everyday critical routines, they also distracted Clive from the equally important goal of expanding his successful business even further.

To start to address these administration issues, PSL Datatrack was invited to demonstrate its PSL Datatrack Quotation software package. It was soon acknowledged by Track Components that there could be major advantages in integrating this estimating function with additional administration procedures surrounding the company's day-to-day business.

As a result, PSL Datatrack was also requested to quote for and Track Components subsequently ordered, the PSL Datatrack Core Sales and Purchase Order Processing modules. Over the next few weeks owner Clive Purchase and selected management staff got to grips with the PSL Datatrack application and their confidence in the system led to investment in an additional nine concurrent users including selected shop floor operatives. Comprehensive training in the use of the system, allowed Track Components to extend control throughout the business and to fully delegate administration duties to key staff.

PSL Datatrack imported data from Track Components' existing records to provide historic customer order information and current details for a 'quick start' to live use of the "Core System". Within just two weeks of its installation, a further demonstration of the PSL Datatrack Shop Floor Data Collection module was requested, highlighting the huge confidence that Track Components already had in both the PSL Datatrack system and the support from PSL Datatrack, the company.

Less than four weeks after installation, Track Components were running 'Live' data and within a few further weeks the order was placed for Shop Floor Data Collection, Bills of Material and Job Costing modules too.

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When Track Components applied for its BS EN ISO 9001: 2008 accreditation, the company recognized that the addition of PSL Datatrack Scheduling, Quality, Non-Conformance, Gauge Calibration and Management modules would enhance their credentials. These were duly installed together with two additional users, giving Track Components a full quality package to support their accreditation.

PSL Datatrack's Tool Management modules were also installed and data imported from existing spreadsheets. Two further users were added in April 2010, bringing the total number within the company to 13 as PSL Datatrack was rolled out to a fully delegated workforce.

The timeline for 'Live' use of the administration was less than six weeks. The confidence that existed between Track Components and PSL Datatrack was exceptional - as seen by the speed with which the system extended. The company now has a fully delegated system and every employee has been trained in its use, ensuring their involvement in the effective administration procedures of the company as a whole.

Quality and accreditation are easily maintained and PSL Datatrack returns large amounts of information about the company's efficiency, profitability, supplier performance and both process and product quality - all to the benefit of Track Components and the company's customers.