

The Infor logo consists of the word "infor" in white lowercase letters on a red square background.The logo for Major Tool and Machine Synergy features the letters "W" and "M" in red, stacked vertically, with a white vertical line between them. To the right of this is the word "SYNERGY" in white uppercase letters.

CASE STUDY

From the midwest to the moon: how Major Tool and Machine leverages Infor VISUAL

Established in 1946, Major Tool and Machine (MTM) is a precision manufacturing company headquartered in Indianapolis, Indiana. The company focuses on creating high-quality, complex fabricated and machined parts and assemblies for various sectors such as aerospace, defense, power generation, space, oil and gas, and nuclear. Since its inception, MTM has evolved into one of the largest and most advanced manufacturing facilities in the Midwest, with unique capabilities found in only a few plants nationwide.

MAJOR
TOOL & MACHINE
A PRECINMAC Company

Headquarters
Indianapolis, Indiana

Industry
Industrial Manufacturing

Infor product
Infor VISUAL®

Web site
majortool.com

“ Leveraging the data from the VISUAL Scheduler and Throughput Window, and creating realistic what-if Schedules has allowed better accuracy when delivering promise dates to our customers. That level of confidence has been reciprocated by our customers, creating long-lasting, successful partnerships.”

MIKE GRIFFITH
President at Major Tool & Machine

Challenges

With their 600,000+ square foot manufacturing facility, spanning across 5 buildings, ensuring each of their nearly 470 resources were being utilized as close to capacity as possible was a challenge. MTM sells hours to their demanding clientele, so identifying open capacity and delivering accurate shipping dates to their customers is a high priority. Ensuring they were able to improve their 76% on time delivery (OTD) metric was another major focal point for MTM. At one time, more than 50% of their new work orders were predicted to be late.

Solution

To address current business challenges, MTM implemented Infor® VISUAL ERP to take advantage of its real-time metrics, visibility to current and future jobs, and most importantly its unique use of Legs in detail on its engineering masters, and its one-of-a-kind Global Scheduler to run their entire plant.

Results and key outcomes

Enhanced metrics and proactive management

Before: 76% on time delivery to their customers and overly complicated processes to determine ship dates on new or potential business. Lack of visibility to open capacity, hindering new opportunities due to lack of true capacity metrics. Underutilized resources and potential revenue loss.

After: 98+% on time delivery and award-winning performance to their customers leading to long-term and renewable projects across all major sectors. An increase from a \$50M operation to more than 4x that as they stand today. Easy communication with the sales staff and other departments in available capacity for sales has contributed to impressive growth.

Maximizing resources with ‘what-if’ calendars

Before: Complicated processes in determining available capacity, and current and future constraints. Large efforts involved in requiring all departments to utilize unconnected resources to determine start dates, ship dates, and new business opportunities.

Business challenges

- 76% Accountable customer delivery
- Lack of resource visibility
- Ability to identify open capacity

After: Vastly improved visibility and utilization of reliable and accurate ‘what-if’ schedules embedded in the Global Scheduler allowed departments to easily see constraints, as well as capacity, resulting in quicker decision-making and increased sales of open capacity. Today, MTM lives and breathes based on the data provided by the Global Scheduler, what-if Schedules, and the Throughput Window.

Adaptability and continuous improvement

Before: Complicated processes, limiting the company’s ability to adapt to new challenges and opportunities in the competitive manufacturing landscape.

After: Continuous improvement and adaptability in their processes, ensuring that the company remains agile and innovative in response to evolving market demands and customer expectations while being confident in seeking out new markets, customers, and opportunities.

Business growth and scaling

Before: Hindered growth and scaling due to inefficiencies and limited visibility in processes.

After: Transformation into a nearly quarter billion-dollar operation, demonstrating the company’s ability to scale and adapt to market demands due to key metrics and analytics that drive their day-to-day decision-making.

Expanding success across the Precinmac family of companies

Impressed by MTM's success, its parent company, Precinmac, adopted VISUAL ERP for one of its subsidiary companies in Utah. Working with **WM Synergy**, the subsidiary aims to gain deeper insight into current and future state planning concerning work in progress and open capacity for future bookings. They will leverage MTM's experience in optimizing VISUAL's Global Scheduler, Throughput Window, and what-if Scheduling capabilities.

Ongoing support and refinement

MTM continues to refine its use of the VISUAL Scheduler, ensuring no capacity is left unused as accurate data continues to drive the business forward. Both Infor and **WM Synergy** are committed to providing ongoing support to Major Tool and the additional subsidiary companies under the Precinmac umbrella.

Business solutions

- 98%+ Accountable customer delivery
- Increased sales due to open capacity visibility
- 4X improved operational efficiency

Final takeaway

Major Tool and Machine's (MTM) strategic implementation of Infor VISUAL ERP and its partnership with Infor and **WM Synergy** have been pivotal in transforming the company's performance, efficiency, and scalability. By embracing a powerful ERP solution and leveraging expert guidance, MTM has set a new standard in large-scale manufacturing, showcasing the tremendous potential for growth and success that can be achieved with the right tools and collaboration.

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