



## Capability Summary

Process discovery and bespoke shop-floor workflow systems for SME manufacturers

### The problem this addresses

Most SME manufacturers do not have a problem with effort. They have a problem with visibility. Quotes get priced on judgement, because there is rarely a record of what comparable work actually consumed. Estimating, machining, inspection, finishing and despatch each hold part of the picture, and somebody reconciles it by hand. The true cost and margin of a job is often only clear once it is complete, too late to act on.

An MRP or ERP usually answers a different question. It records what was quoted and what was promised, and produces the documentation an audit asks for. It rarely tells you where a job is this afternoon, or what it has consumed so far. Those are different questions, and most systems were never bought to answer them.

### How an engagement works

1. Paid discovery. A short, fixed-scope, fixed-fee engagement: on-site observation, process mapping, and a written findings and recommendations document with a costed proposal for any build. The client keeps it whether or not anything is built.
2. Staged build, where a build is the right answer. Each stage carries a defined scope and a defined cost, and ends with something usable rather than a foundation for the next invoice.
3. Support and evolution, as a defined ongoing arrangement rather than an open-ended one.

### What PPFC will tell you at no charge

If a process needs fixing before any software is written, or an existing system would do the job, PPFC says so. Off-the-shelf is the right answer for a great many businesses, and a supplier who never says so is not worth listening to. The diagnostic question is whether the way a business does this particular thing is ordinary, or genuinely its own.

### Capability

Full-stack development in .NET and Angular, hosted on Azure. API integration with existing ERP, MRP and group platforms, so an operational system consumes central master data rather than duplicating it. Role-based access control, barcode and shop-floor data capture, live job costing across labour, materials, scrap and exceptions. Seventeen years building operations systems for manufacturing and engineering businesses; one such system has been in continuous production use for over a decade.

### Continuity, and the fair objection

PPFC is a one-person specialist consultancy, deliberately: the person who understands the operation is the person who builds the system, rather than a specification handed to someone who has never seen the floor. The reasonable question about any small supplier is what happens if they are unavailable. Systems are built in mainstream languages rather than anything exotic, documented to a standard a stranger could pick up, and can be protected by source-code escrow with defined release triggers. Ownership and continuity arrangements are agreed in writing before work starts, not afterwards.

References available on request.

### Company

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