

QuickWorks - Customer Value Proposition

How does QuickWorks help small manufacturing businesses?

QuickWorks is an uncomplicated manufacturing control system for small manufacturers. It is the simple alternative to spreadsheets (prone to errors) and overly complex ERP/MRP software (expensive, overhead hungry and slow to use).

QuickWorks sits neatly between manual systems/spreadsheets and traditional MRP/ERP systems. By clearly identifying the needs of this sector, we have developed QuickWorks to have the following differentiation;

How is QuickWorks better than manual systems/spreadsheets?

Like many MRP/ERP systems, QuickWorks brings CONTROL. It can help resolve the following issues;

- ❖ The month starts slowly and the end of the month is a nightmare
- ❖ High overtime, particularly at the end of the month
- ❖ Always chasing where jobs are
- ❖ Duplicate purchase orders or forgetting to order materials
- ❖ Late deliveries to customers
- ❖ Lost and/or wasted material
- ❖ Late deliveries from suppliers
- ❖ Late invoicing and poor cash collection
- ❖ Poor internal communications, particularly about the status of jobs
- ❖ Poor control of parts going to subcontract

How is QuickWorks better than other MRP/ERP systems?

Where QuickWorks differs from other MRP/ERP systems is that it brings a unique combination of VISIBILITY, FLEXIBILITY, EMPOWERMENT and RISK REDUCTION, which are key factors for small manufacturing businesses.

Visibility

- ❖ The action-based dashboard allows everyone to see the status of enquiries, jobs, purchase orders, sub-contract, invoices, pods, etc.
- ❖ The work to lists, which can be customised, are able to be displayed on screens throughout the business
- ❖ Using Shop Data Capture, the status of jobs can be updated in real time, providing instantaneous updates. Consequently, verbal and written communications, particularly the need for meetings and telephone calls, can be reduced significantly.

Flexibility

- ❖ Only enter what you need to. There are very few mandatory fields. QuickWorks can be as simple or as complex as you wish
- ❖ Do things in the order that you want to (e.g. you can place a sales order on the system, before you create the part you are making)
- ❖ No need to issue manufacturing plans (or constantly update them)
- ❖ Generate and configure your own reports easily

Empowerment

- ❖ Enable the MD to spend more time working on the business (e.g. strategy and business growth) rather than working in it
- ❖ Create the environment for everyone to take ownership of their function.
- ❖ Delegate tasks easily, without losing control
- ❖ Improve morale and employee engagement

Risk

- ❖ Low cost – no upfront costs.
- ❖ Low monthly rental
- ❖ The contract commitment is for the rental period only (i.e. one month)
- ❖ Increase and reduce the number of seats with only one month's notice
- ❖ Get up and running quickly by importing your data at the front end (e.g. customer and supplier details)
- ❖ Receive all updates free of charge
- ❖ Have a say in future improvements to the system, by giving feedback
- ❖ Automatically comply with key elements of your customers' quality systems, including traceability
- ❖ Export data easily to configure your own reports
- ❖ If you wish to move to another system downstream, export your data in csv/excel files, so you can migrate with the minimum of fuss.

What features does QuickWorks have?

Estimating and Quoting

Quickly produce quotes (with planned costs) and convert these to sales orders

Sales Order Management

Create customer sales orders, order acknowledgements and invoices.

Production Control

Create job cards and launch jobs onto the shopfloor, track status & drive by priority

Bill of Materials

Manage all your materials for the products you manufacture.

Purchasing

Order what you need, exactly when you need it

Stock Management

Track your stock and minimise waste

Subcontract Management

Easily send and receive jobs for subcontract processing.

Shopfloor Data Capture (SFDC)

Get live updates as processes and jobs are completed

Quality Compliance

Provide complete traceability and produce certificates of conformity.