

Preactor AS

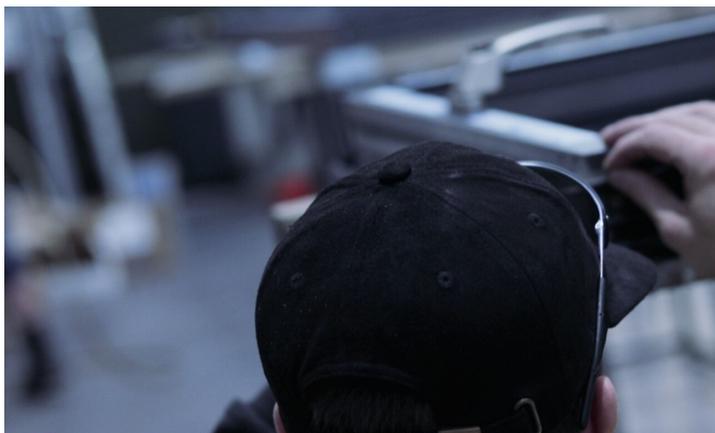
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RMS and Preactor help guide Allied Glazing Systems to increased capacity utilisation and improved customer lead times

Big ambitions means big business

Allied Glazing Systems manufacture, supply and install a full range of architectural glazing systems for commercial properties. Our innovative product range includes aluminium windows, doors and curtain walling as well as many specialist products such as powered entrance systems, fire-doors and balustrades.

Allied Glazing produced close to £3 million worth of windows in 2018. In 2019, they are expecting to produce around £4.2 million worth, an increase of around 40%. Since May 2018, the company has been growing as expected under the new ownership and expertise of Phil Goy and Shaun Joyce, who are ensuring the customers' requirements are met in terms of quality of work and strict delivery deadlines are being adhered to consistently.



Technical challenges

- Lack of understanding of their true capacity on the shop floor and in their installation teams
- High levels of work-in-progress (WIP) sat around on the shop floor

Business challenges

- Struggled to accurately predict lead times for enquiring customers
- Having to turn down orders due to poor visibility of production and installation schedule
- Stoppages on the shop floor are time-consuming and costly

Keys to success

- Successful and timely implementation of Preactor Advanced Scheduling working with RMS
- Ensuring the users were fully trained and onboard with how to best use Preactor for their requirements
- Meeting the increased demand from customers with the existing level of resources

Results

- Helped increase turnover by nearly 40% in one year
- Reduced inventory and storage costs due to around 30% less work-in-progress on the shop floor
- Reduced shop floor stoppages and improved productivity by 20-30%
- More accurate lead times for customers and an order book reaching out over 6 months

" One of the main questions we get asked by customers is "when can we have it?"

Preactor allows us to put these orders into the plan and go back to them with an answer the same day and be confident we will be able to meet their due date."

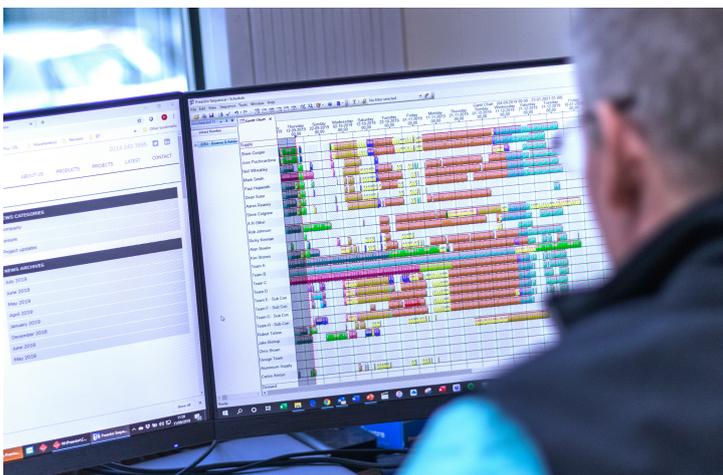
Shane Rhodes
Operations Manager, Allied Glazing Systems

Preactor Advanced Scheduling is the perfect fit

Prior to the takeover, Allied Glazing suffered with poor utilisation of a highly-skilled workforce that was capable of much more with the right planning procedures in place.

The implementation of Preactor AS provided increased visibility of the production and installation capacity that Allied Glazing held. The benefits of Preactor AS was quickly realised as the team at Allied Glazing began taking on high-value orders and continue to do so with great success as their customers value the quality of their work and stringent delivery times.

The team at Allied Glazing plans and updates the schedule every day using information gathered from the shop floor and their installation teams. This allows them to keep the schedule up-to-date and gives them the ability to factor in any problems such as a machine breakdown or a staff illness which might affect their schedule.



Customers' confidence in our lead times

"One of the greatest benefit Preactor has given us is the ability to do 'what-if scenarios'. We can plan expected orders in before we actually have them signed and sealed to see just how we can react as a business" says Shane Rhodes, Operations Manager at Allied Glazing Systems.

With an ever growing order book, this was an important contribution to not only the production side of the business, but also the commercial team has benefited greatly as they are able to converse with customers with greater confidence.

Working with RMS

Having had previous experience working with Warren and the team at RMS, Phil Goy had no doubt when choosing which partner he would work with on his latest project. "RMS was very smooth in understanding our requirements and configuring the system before installing it" says Phil Goy, Director of Allied Glazing Systems. "If we have had any issues with the system, RMS have provided immediate telephone and email support. There haven't been many issues, but any we have had, have been dealt with immediately".

" Preactor allows us to understand what the likely future problems are and mitigate against them before they happen, which means we can have a steadier flow of production through our factory and for our installation teams."

Phil Goy
Director, Allied Glazing Systems