



Sales Order Processing & Configuration



Order Processing Productivity Solution

- Reduce Order Creation Time
- Eliminate Specification Errors
- Reduce Time to Market

Problem Description

A global manufacturing concern was experiencing increasing delays in processing orders due to incomplete and erroneous product specifications by application engineers and technical service representatives. Market share and customer goodwill were being lost due to reductions in on-time delivery.

AIM Solution

AIM engineers and software developers worked with client technical experts to revamp and augment the legacy order processing system. Central to this process was the development of a completely extensible, rules-based product configurator that guided the specification of products during order processing and provided exception-based electronic messages and reports to all members of the order processing and application engineering team at headquarters and in the field. The product configurator was developed to also serve as a standalone tool that could be used in the field to more completely and accurately develop quotations prior to order entry.

Benefits

On time demand not only improved but orders were processed more efficiently due to improved accuracy and higher throughput per customer representative.

Why choose AIM?

Choose AIM to guarantee a quality project managed by a hands-on project manager, engineer, MBA, with Six Sigma quality credentials and decades of experience not only designing and implementing productivity and management solutions, but using them as a “real-world” professional manager.

Choose AIM to ensure your project does not go over budget. AIM can offer fixed or ROI-based pricing. Over many years and dozens of projects, AIM has never exceeded a fixed priced budget – and never will.

Choose AIM to reduce delays and missed deadlines. AIM eliminates the needless layers of management and communication obstacles inherent to traditional project teams.

Choose AIM because you want a partner with both a winning attitude and record that brings a competitive advantage to your team.

How can I learn more?

Contact Chris Kliemet at **ADVANCED INTEGRATED METHODS**
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