Advanced Scientifics Inc.
Made2Manage® ERP

Advanced Scientifics Keeps Lifeblood Flowing with Made2Manage ERP

ADVANCED SCIENTIFICS

From Herder to Medical Device Leader

Walk through the headquarters of Advanced Scientifics Inc. (ASI) today and chances are bleating sheep will not be the first thought that comes to mind. However, that's exactly what this independent medical device manufacturing company managed just over two decades ago.

In 1986, ASI raised a herd of 1,500 sheep on the rolling hills and green pastures of its rural Pennsylvania locale. Each week, it escorted half the herd into its facility and then collected a controlled quantity of blood for distribution to pharmaceutical companies. Initially, these samples were collected in glass bottles, until ASI later replaced these containers with more economical plastic bags. To further reduce costs and in response to changing business demands, ASI then began manufacturing its own plastic containers, until eventually realizing these devices should be its primary product offering.

Today, the sheep have long been out to pasture, and medical devices are now the lifeblood of ASI's business.

The company is now one of the leaders in the design and manufacture of disposable medical devices, bag systems, tubing assemblies, and clean room injection molded components. With facilities in Millersburg, PA and Matamoros, Mexico, ASI serves many leading manufacturers and suppliers in the pharmaceutical, biotechnology, and medical device industries. The make-to-order contract manufacturer is both an FDA registered and ISO 13485:2003 certified facility.

ROI at a Glance:

The implementation of Made2Manage ERP helped Millersburg, PA-based Advanced Scientific Inc., a leader in the design and manufacture of disposable medical devices, bag systems and tubing assemblies, realize stability within its business processes and discover the potential for steady growth. Specifically, the implementation produced the following results:

- Increased annualized revenue for past three years by 20 percent.
- Continued aggressive three-week lead time, beating out industry standard by 9-12 weeks.
- Maintained well over 90 percent on-time delivery.
- Increased production output/ man hours by over 20 percent.

Consona™

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> — *Kevin Capatch*, Lean Manufacturing Coordinator, ASI

Product Complexity, Increasing Growth Calls for ERP

During its metamorphosis into a medical device provider, various aspects of ASI's business lagged behind in the transformation. Specifically, ASI's manual, paper-based systems severely hampered its growth potential. ASI was unable to effectively control production consistency because its inventory control and job orders were not scalable.

Additionally, all of ASI's labels, drawings, item masters, BOMs, and routings were done manually, as well as its change control processes, which greatly limited its ability to control and capture all deviations.

Furthermore, ASI did not have a highly-developed inventory control system in place to store and locate its growing line of materials. ASI had item numbers and a lot control system, but it did not have a location system. Its staff would typically spend several hours wandering throughout the company's warehouse aisle in search of the necessary components.

According to Kevin Capatch, ASI's lean manufacturing coordinator: "When we were a smaller company, we really just needed a payroll system and a small purchasing and inventory system. But as we added more complexity to our products, documentation control became a huge issue. We knew there was no way we could grow our business trying to do all our record keeping in a manual system."

Eventually, ASI began searching for an ERP software solution that had the functionality to eliminate its paper-based system and manage its item master, inventory, BOMs and routing.

Made2Manage ERP Offers Best Fit

After reviewing several vendors' product demonstrations, Made2Manage ERP from Consona rose to the top of the list for, among other things, its high product quality. In the fall of 2000, ASI began implementing the Made2Manage system. By working closely with a Made2Manage consultant, the ASI team was able to overcome the standard implementation challenges.

"With the lean administrative staff we had at the time, one obstacle was getting all our raw material inventory, customer, vendor, and final production information loaded into our new Made2Manage system," recalled Capatch. "In 2001, after many long nights and extended weekends, we were able to realize our vision of a system that would provide much more information along with the ability to customize."

Capatch continued: "Additionally, we needed to overcome resistance to changing to a new system by our employees who were used to handwriting inventory receipts, BOMs, and other job order instructions. With education and increased use of the system, though, it didn't take long for our employees to appreciate what Made2Manage offered."

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ASI Gains Control, Stands Poised for Growth

Today, the manual, paper-based processes are long gone. The Made2Manage system now allows ASI to manage inventory control and job orders in real time and measure them throughout the enterprise. Labels, drawings, item masters, BOMs, and routings are all integrated in the Made2Manage system, permitting ASI's customers to completely trace the manufacturing of their products.

Traveling ECOs that previously took days and weeks to process are now routed in just minutes, as ASI's electronic approval and notification system grants instant status reports on the change management process. Furthermore, the implementation of over 1,000 bin locations has granted ASI staff total visibility and control of more than $4 million of inventory and eliminated the days of searching aimlessly for material.

"Without implementing Made2Manage ERP, we would not have been able to maintain our position in the marketplace. In short, we would not nearly be where we are today," added Capatch. "While the Made2Manage system itself didn't solve our problems, it did allow us to access and leverage resources to fix our problems. And the more we learn about the system, the more we're able to get it to work better for us."

About Consona ERP

Consona Corporation is a worldwide leader in providing customer relationship management (CRM) and enterprise resource planning (ERP) software and services for companies of all sizes. Consona serves more than 4,500 customers worldwide and across a variety of industries.

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