

More Profit Through Information Flow

End Results:

- 8% more profitable on \$10 million retained sales
- Increased sales by \$170,000
- Increased productivity by 24%
- Reduced lead time from 18 weeks to 10 weeks
- Reduced raw material inventory by 44%

To set up your ERP Implementation contact your Professional Business Advisor directly or MANTEC at 717-843-5054

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Company Profile: PHOTONIS USA PENNSYLVANIA, INC., located in Lancaster, PA with 50 employees, manufactures Vacuum Electron Devices and Associated RF Circuits for Communications, Science, Radar, Industry & Directed Energy Applications. Other products include photo-detectors for scientific applications as well as specialized material processing and plating services. The Lancaster facility was opened in 1942 as a US Navy plant operated by RCA for the manufacture of radio and microwave tubes. After several acquisitions in the 70 year history, the company remains dedicated to the development and manufacture of specialized Power Tubes, RF Cavities and Photo-detectors; still in much demand as the workhorses of the Industry.

Situation: PHOTONIS needed assistance with a new ERP implementation and to control the flow of information in production. The company turned to MANTEC, a NIST MEP affiliate, to address both of these needs through two key project areas: ERP customizations and Value Stream Mapping (VSM). Additionally, the company's strategic plan is dedicated towards attaining new top-line growth and reducing costs as part of a transformational strategy.

Desired Results and Deliverables: MANTEC connected PHOTONIS with a qualified consultant to perform the ERP implementation and used a MANTEC direct delivery staff member for the VSM. The map was critical to the success of the ERP implementation to ensure only value added activities were performed. Once the recommendations were implemented the ERP system was customized to meet the needs of the organization.

As a result of the two projects, work is accurately scheduled, materials are ordered on time and information flows properly between purchasing and production, thus controlling costs. Travel time is reduced through a consolidated operation, making the organization more efficient.

“MANTEC’s assistance in value stream mapping our production and optimization of the new ERP system was critical to eliminating non-value added costs throughout the organization. PHOTONIS USA can now clearly project our future needs and more cost efficiently produce our products and services.” ~Jeffrey M. Baker, Vice President & General Manager, PHOTONIS USA Pennsylvania, Inc.