



PRECISION MACHINE FABRICATIONS

The Client

Precision Machine Fabrication started manufacturing in 1978 with two employees working from a 1,000 square foot building. Over the past 30 years they have grown into a 100,000 square foot facility and employ around 70 people. They have expanded their manufacturing facility in order to meet the ever-changing needs and requirements of their traditional client base and the company remains loyal to their roots by continuing to focus on personal service and outstanding quality.



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The Problem

The manufacturer was limited to only one person manually estimating prior to implementing the Costimator® cost estimating software. Their manual method was extremely time consuming and laborious. Since it took so long to return quotes, the manufacturer lost opportunities to their competitors. Precision Machine Fabrication needed to change their estimating method in order to produce consistent estimates and quotes quickly, something they seriously lacked when relying on one estimator estimating and quoting manually.

The Solution

"Costimator just seemed to blow everyone else out of the water", said Doug McDonald; he added that MTI Systems' cost estimating software has features that no other estimating or quoting software has, including "a database that we could build and select operations on and just build up quoting modules from". In addition to all of the time-reducing and consistency enhancing features that the cost estimating software offers manufacturers, for Precision Machine Fabrication, the ability to maintain consistency with multiple estimators has increased their throughput of quotes by 50%.

"It [Costimator] had everything I wanted (what I had been programming in Access) it to do. At first glance, I thought, wow, this would take me 10 more years to develop what Costimator already has in it now" - Doug McDonald, Precision Machine Fabrication