

Costimator[®]

CASE STUDY

DTMP DETROIT TOOL
METAL PRODUCTS

Detroit Tool Metal Products Increases Quoting Speed

The Challenge:

Prior to implementing Costimator, DTMP found they were estimating and quoting with high reliance on historical data and tribal knowledge. Over time, they struggled to justify inconsistent prices for similar products. This increased pressure from their customers while also causing costly timewasting gaps during their internal review process.

The Solution:

Choosing the appropriate cost estimating and quoting software for their needs was a relatively easy decision for DTMP. Detroit Tool Metal Products saw immediate results, they quickly discovered a definite improvement in the accuracy of their quotes, but most importantly, a massive increase in consistency and turnaround time.

“While the increased accuracy helped us win new orders, overall, we’ve seen about a 30% increase in our turnaround times”

Rick Clark - Detroit Tool Metal Products

The Client:

Detroit Tool Metal Products (DTMP) is a leading, full service manufacturer of precision metal stampings, fabricated components and value-added assemblies for a targeted range of attractive end markets and applications.

They specialize in producing standard and custom steel and aluminum components for original equipment manufacturers (OEMs) and provide engineering support services in the heavy truck, agriculture and construction industries.

DTMP differentiates itself by unique capabilities across heavy tonnage, deep draw, large bed sizes and thin & thick gauge inputs.



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Visit www.mtisystems.com for more about this case study.