

TCM Customer Success Profile

Groschopp, Inc. - Sioux Center, IA



The Challenge - Groschopp initially purchased TCM in 1994, and subsequently expanded its usage to over 40 TCM licensed users and 12 data collection users. Groschopp has evolved into an expert user of the entire suite of TCM applications, including MRP, MPS, and shop floor control with complex scheduling. They still however, needed a solution to handle their complex warehouse operations and to meet the demands for control and traceability. Groschopp, Inc. sought a warehouse management partner to provide added control of the entire life cycle of its inventory. One of their main objectives was the ability to bin track and optimize inventory, leading both to cost savings and also a more efficient operation.



Gerald Van Roekel, CEO
Groschopp, Inc.

The Solution - After thorough analysis Groschopp selected Workwise's eProduction and eWarehouse as their solution.

The WorkWise eProduction and eWarehouse applications take advantage of mobile

technology (RF hand held terminals) and web centric software for discrete manufacturers and distributors. The reasons for this choice were clear, "To Groschopp, it has always been important to implement state-of-art technology and to acquire this

technology from companies that we are sure will survive in the market," comments Gerald Van Roekel, CEO, who was responsible for the project. After examining various supplier offerings, WorkWise was selected. Groschopp was particularly impressed by the flexibility and stability WorkWise offered both as a company and as a developer of applications.

Mr. Van Roekel further points out: "A lot of the specifications for eWarehouse have come from ISO standards, which means that we get the standard functionality that we need. Also, WorkWise's eSolutions products use standards such as SQL, and Windows, which provide an extremely user-friendly environment."

Implementation -

The project began with a preliminary study in 2001, followed by a period of requirement definition in the first half of 2002. During these initial stages two further strengths of WorkWise became evident. Mr. Van Roekel again: "One key reason for partnering with WorkWise is their extensive experience and knowledge of the different aspects of manufacturing businesses. The WorkWise staff that worked on this project brought years of manufacturing experience and were aware of the problems facing most manufacturing businesses; WorkWise worked through these challenges with us. That's one of the strengths of WorkWise; they are very good at identifying customer needs and understanding what tasks have to be accomplished to fulfill those needs. WorkWise is solution-oriented, not problem-oriented."

The Results - By taking advantage of TCM's ability to generate point-of-use transactions for real-time inventory, the implementation has resulted in greater control of inventory. Also, by controlling the accuracy of stock balances and being able to track usage by



bin, lot, serial #, and revision, an enormous cost savings has been realized. "We need to know not only what is in inventory, but where it is, where it came from, when it came in and at what revision level it was manufactured or received. Considering that some of our products will need to be tracked for 2-3 years, it requires that we plan well and accurately, and TCM assures us of achieving that objective", comments Mr. Van Roekel.

About Groschopp, Inc. - Groschopp, Inc. originated in 1930 in Sioux City, Iowa and subsequently became part of a multi-national corporation that also had factories in Germany, Ireland, and Poland. Today Groschopp is a privately owned German company with 250 employees. For more than sixty years, Groschopp has served as a standard of excellence for small motor drives, and fractional horsepower motors for the commercial and consumer appliance markets. A combination of precision designs, engineering support, state-of-the-art manufacturing systems and production techniques position Groschopp as a leader in both design and manufacturing.



Sioux Center, Iowa plant

TCM eWarehouse provides Groschopp, Inc. with added control of the entire inventory life cycle!