

Photography by: Steve Pollock



A Case Study

By: The Attivo Group

Tempo Industries upgrades systems to position for growth with Macola ES, Shop Floor Control, MRP and Executive Information Tools.

Background:

Tempo Industries has been a prominent manufacturer of theatrical and cinematic specialty low-voltage products and decorative lighting since 1986. As an innovator of lighting solutions, Tempo invented the Guardian Step Lighting system that served as a response to the stadium-style seating that was adopted by theaters. Due to its strength in manufacturing, engineering, and design, Tempo has created an extensive range of LED-based lighting options that will evolve to withstand the test of emerging technologies.

Business Issue:

Rapid expansion of the business and plans for growth required accurate inventory, structured accounting, and real-time data for decision making. Existing information systems were not providing accurate information, and inventory data was unreliable. Rapid growth is a good thing; it is indicative of innovation and an ability to answer the public's call. However, when a company cannot meet its own needs during that expansion, resulting problems impede further growth or worse yet, invite decline.

“Tempo’s involvement with the Attivo Group spans several years. The number of changes undertaken by the company has been significant. Throughout these changes, which have involved extensive system enhancements and upgrades, Attivo has proven consistent, adaptable and supportive in helping the company achieve improved efficiency and productivity.”

Terrence Walsh, President

As a result of its ever-expanding product base, Tempo Industries was experiencing a business boom. Realizing that current back-office functions were inadequate for expanding daily operations and growth plans, a more robust solution was needed.

Already trusting Exact Software's Macola Progression system for most of its ERP needs, Tempo made a decision to continue using that proven system and upgrade their Progression system to Macola ES. The Attivo Group of Irvine, CA, was asked to undertake this complex upgrade effort to enable Tempo's back-office functionality to better meet its needs.

“Tempo is quite satisfied with the continued positive results from Exact Software which has positioned the company to successfully manage their substantial growth plans.”

Dennis Pearson, Chairman

All of the requirements unique to Tempo such as custom reports and system enhancements were preserved in the conversion from the Progression system. User training was conducted, and a conference room pilot was successfully completed. To speed the implementation, the Macola ES system was integrated with Tempo's custom CRM system. Future plans call for implementing Exact Software's e-Synergy for CRM and Project management, to achieve tighter integration between front and back office functions, and improve reporting.

Tempo recognized the need to streamline and standardize operations in preparation for both organic growth resulting from new product lines, as well as future expansion from planned acquisitions. While the current improvements to the system support the needs of the Company today, the infrastructure that is being built with Attivo's help will serve Tempo's needs well into the future.

Impact

Lack of data accuracy and inventory controls forced the business to be managed outside the information system and was preventing growth.

Solution

The Macola Progression system was updated to Macola ES, and Shop Floor Control was added to increase visibility and inventory transaction accuracy in manufacturing. Cycle counting was implemented to insure inventory accuracy and eliminate the need for physical inventory counts. MRP was implemented to assist with manufacturing and procurement planning. Executive information reporting tools were added to provide real-time financial and operations visibility.

Results

The ease of use and streamlined operation of Macola ES saves users time. MRP and Shop Floor Control have provided the planning and execution control necessary to consistently meet customer delivery dates. Macola ES reporting, Exact Business Analytics, Crystal Reports, and Executive Pulse have provided the financial and operations visibility required to manage the business in real time.

