

# Catavolt

## PCMC turns to Catavolt to boost performance.

“Before this, we were stressed. A lot of that stress has been taken away.”

Hicham Yaagoubi,  
Manufacturing Supervisor  
PCMC

### The challenge

PCMC has been successful in redesigning a suite of products, resulting in high customer acceptance and increased orders – in some cases more than doubling sales projections. As a result, PCMC needed to find additional manufacturing capacity and to automate communications with its business partners.

With the increased volume, the process of finding business partners with capacity, supplying them with drawings and negotiating quantities, prices and delivery dates all needed some form of supply-chain automation. Otherwise, PCMC could count on missing deadlines and not meeting customers' expectations.

### The answer

Using Extender, a new technology from Catavolt, PCMC created a Supplier Work List application. Given the company's experience with Infor's ERP XA, Extender was a logical choice to extend its applications via the web to its business partners. Extender's secure B2B communications channel also allowed PCMC to connect quickly, easily and securely.

Realizing  
the Benefits



20%

increase in on-time  
delivery rate with  
Catavolt Extender

## Online Communication

▶ PCMC's Supplier Work List leverages standard functionality with its enterprise system to "push" manufacturing orders out to suppliers. A supplier then has 24 hours to accept or reject an order. The supplier can propose a change to the order quantity, due date or price, and return the request to PCMC. This new process eliminates the need for phone calls, minimizes operating costs, and reduces the cycle time from, quote to acceptance, from days to hours in most cases.

## Online Documents

▶ PCMC needed to improve the way drawings were sent to suppliers, because documentation can change frequently, even within a specific order. Extender allows PCMC to offer external users access to important documents while maintaining the security and integrity of the document vault. Using Extender, suppliers can now download current drawings from the Supplier Work List to ensure the right parts are sent the first time.

## Realizing the Benefits

▶ By utilizing Catavolt, PCMC has created a number of new efficiencies:

- On-time deliveries improved from 75% to 95%.
- Quote-to-PO cycle times were reduced from days to hours.
- Given the ease by which orders are received and quoted, PCMC realized an overall reduction in material costs. Suppliers in turn accepted lower bids due to a reduction in administrative costs.

## About PCMC

Founded in 1919, PCMC employs more than 900 associates at six locations in North America and more than 1,100 associates worldwide at offices in Brazil, China, Japan, Italy, Germany and the U.K. The company specializes in the design and manufacture of high-performance converting machinery for the global tissue, nonwovens, package printing and envelope manufacturing industries.

PCMC is a division of St. Louis-based Barry-Wehmler Companies, Inc., a \$1 billion global provider of capital equipment and services founded in 1885. For more information, visit [www.pcmc.com](http://www.pcmc.com).