

CHOOSING A CONTROL PANEL MANUFACTURER: KEY DIFFERENCES

Panel Shop

Off-the-shelf software; has limitations
Limited scalability
Software is not an integrated part of the process
Disjointed software; limited capabilities

Contract Manufacturer

Software

Top-tier customized manufacturing ERP software
Scalable; streamlines and automates tasks
Software ensures best practices are followed
Increases productivity, optimizes job functions

Quality/Consistency

Respond to quality issues as they occur
Proven consistency across small orders
Copies on the floor (no formal system)
Tribal knowledge maintained in veteran staff

Proactive focus on quality
Proven consistency across large orders
Documentation managed, revision-controlled
QMS documented work flows

Company Culture

"This is the way it's always been done."
Resistance to change
Culture often still being developed

Continuous improvement part of company values
Willing to change "how it's always been done"
Established corporate principles

Processes

Designed for a small number of units
Single process for OEM & custom panels

Scalable for high-volume
Separate processes for OEM & custom panels

Efficiency

Limited exposure to Lean principles
"We've always done it this way" mindset
Resistance to change

Lean principles implemented
Dedicated Lean resources responsible for making changes that increase efficiency

Facilities

Set work stations (cannot change configuration)
Not easily expanded to increase production
Organization is not a priority
Limited investment in machinery and software

Modular, easily reconfigurable stations on wheels
Scalable
Organized work, part storage & production areas
Significant investment in machinery and software

Delivery

Manual tracking
On-time delivery not scalable past small orders
Manual BOM tracking/status
Customer must find part substitutions

Order tracking through software
On-time delivery performance for large orders
Automated BOM tracking/status
Part substitutions proposed

Training

Informal training program
Each employee may perform task differently
Slow to get new people up to speed (on-job training)
Tribal knowledge maintained in veteran staff

Established Learning Management System (LMS)
All employees trained to perform task same way
Online LMS speeds up onboarding
Tribal knowledge removed from process

4001 E. Plano Parkway, Suite 500 | Plano, Texas 75074 | 972.665.3200

14221 Gulfstream Park | Webster, Texas 77598 | 713.490.6625

info@cates.com | www.cates.com