



INTEGRATING FABSUITE & SDS/2

Delivering the Intangible

Often we think we're selling our software solutions to our clients to make *them* happy, when in reality they're buying our solutions to make *their own* customers happy. Which in turn does in fact make *them* happy. Not to mention making *us* happy. It's just one big ball of happiness here in the Steel Industry.

Take for instance GMF Industries and the integration of FabSuite and Design Data's SDS/2 detailing software. Prior to the integration a slow, unwieldy, and uncertain manual process was in place for communicating changes in shop drawings. Picture a welder, draped in his overalls, his visor perched precariously on his head, trudging 25 steps to the board to look at the latest drawing revision. Then, tape measure in hand and new numbers firmly implanted in memory, trudging back to make the final welds. Clearly a recipe for precision and accuracy.

Now picture the post-integration scenario: That same welder glances down at his tablet and sees the latest revisions of his drawings and bill of materials in real-time. Simple, accurate, precise. And what a time saver!

By using the Full Transfer method of sending the model from SDS/2 into FabSuite, the software can detect and handle the revisions, keeping both the drawings and the CNC files up to date. FabSuite will raise flags when any errors or inconsistencies are found. What used to be a **full time job** for the detailing manager has been **reduced to about an hour a week**, with improved accuracy and virtually eliminating the opportunities for errors introduced by manual processes.

Adam Norman of GMF Industries pursued the integration between FabSuite and SDS/2 in an effort to cut down on paperwork and increase efficiencies. Activating the integration was as simple as flipping a switch in FabSuite, and Adam was able to start using it immediately. After some fine tuning of options in both systems to ensure they were perfectly in sync, GMF Industries enjoyed measurable results in rapid order.

Paper in the shop has become all but extinct at GMF Industries. While there are still some minor needs for paper drawings on complicated assemblies, Adam estimates that 98% of what GMF builds is done so working off of their tablets. Not only that, but by using the latest drawing revisions in real-time, rejects have reached virtually 0%. In the nine-month period following rollout of the integration, GMF Industries had just nine rejected members out of 12,000 tons of steel processed.

Remember all that happiness I was talking about?

GMF Industries' biggest reward has been the increased value they have been able to offer their customers. With the integration between FabSuite and SDS/2, GMF can give their customers frequent status updates. Their customers, in turn, can schedule the following stages of their projects more effectively. "We are now able to give them an **intangible**, which is the **confidence** that the steel is gonna be there on time", said Adam. This increased confidence and visibility into the project status allows tighter schedules all around. No longer do we need to add built in leeway to account for late deliveries. As Adam likes to say: "When we say we're gonna deliver the steel; they know we're gonna deliver the steel!"



www.FabSuite.com



www.sds2.com

GMF Industries is a full-service steel fabrication shop located in Central Florida providing structural steel, highway structures, bridge components, OEM manufacturing, and custom fabrication. Visit their website at www.gmfinc.com.



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