

## NEW CLIENT, NEW SOFTWARE SYSTEM

**ABOUT AMZ MANUFACTURING CORPORATION.** AMZ Corporation provides custom plating and complete turnkey services for a diverse customer base, including the defense, electronic and commercial industries. Established in 1992, AMZ meets ASTM and military specifications through strict quality control, responsive customer service and stringent environmental compliance. The company is located in York, Pennsylvania, and has around one hundred employees.

**THE CHALLENGE.** AMZ had a large new client after successfully bidding on an OEM contract. The new client had strict requirements on quality control, and part of the accepted proposal required AMZ to develop a site and build the facility to meet the exact specifications of the OEM. While AMZ was accustomed to spreadsheet and labor-intensive manual entry, the old system would not meet the quality control expectations of the new large client. AMZ needed better visibility into inventory transactions and material needs. The company turned to MANTEC, a NIST MEP affiliate, for assistance in selecting of a new enterprise resource planning (ERP) solution.

**MEP CENTER'S ROLE.** AMZ first engaged with MANTEC in 2003 and the company completed several quality and Lean projects over the years. In addition to helping the company select the best software, MANTEC ensured quality documentation was available. The new ERP system improved staff performance, increased efficiency, improved the accuracy of information flow, and facilitated the rapid response to customer requests.

With the new client, AMZ doubled sales and created new jobs, and MANTEC provided additional support to help the company adjust. AMZ is in a highly regulated industry, which requires frequent trainings to meet the hazardous waste regulations enforced by the United States Environmental Protection Agency and state of Pennsylvania. Additionally, AMZ required HR expertise to provide recruitment services, consultation and general counseling on HR issues. MANTEC provided a third-party consultant to address hazardous waste training, and an HR consultant to support the AMZ as the company grows.

**"AMZ Manufacturing turns to MANTEC for resources to meet our ever-changing needs. We know we will get the solution right the first time. The ERP selection process and implementation transformed our organization to meet customer demands."**

-Brandon McKillip, President

## RESULTS



Doubled sales



6 new jobs



Capital investment in ERP system to achieve results

## CONTACT US



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