

## NEW ERP SYSTEM LEADS TO LONG-TERM PARTNERSHIP

**ABOUT BODYPOINT DESIGNS, INC.** Bodypoint designs innovative postural solutions that improve the function, appearance and self-esteem of the mobility-impaired. These include wheelchair components and sewn products for seating and positioning the pelvis, torso, legs and feet. Based in Seattle, Washington, Bodypoint has over 35 employees and serves customers worldwide.

**THE CHALLENGE.** Bodypoint's legacy system was outdated and could no longer adapt to the company's growth needs. To select a new ERP system, the company needed to define its current business model and future state. This introduced opportunities for additional improvement projects, as Bodypoint considered its strategic business plan, inventory management, and the option of replacing its manual, paper-intensive processes with an electronic, paperless system. Bodypoint had participated in some educational events offered by Impact Washington (IW), part of the MEP National Network™. At some point, the company contacted IW to discuss the selection of a new ERP system. That initial engagement transitioned into a multi-year partnership of over 12 years as Bodypoint embraced Lean Manufacturing and went on to achieve ISO Certification.

**MEP CENTER'S ROLE.** IW led Bodypoint through a week-long Value Stream Mapping (VSM) training and assisted the company in developing a list of desired functions to be addressed by the ERP system. Based on this list, IW produced a short list of potential ERP vendors and helped Bodypoint make the final selection. The company chose SYSPRO for its ERP system and IW assisted Bodypoint with the implementation process, identifying more opportunities for improvement along the way.

The new marketing process standardized pricing and maximized profitability, and additional IW service providers stepped in to support the company with Lean and Supply Chain Management, Hoshin Planning, and inventory control. Bodypoint reduced sewing set-up time, cycle time, packaging time, and shipping time, improved throughput, and reduced shipping space. IW helped the company to secure funding from Washington State to improve its Quality Management System, and the company achieved the ISO 13485 Certification for medical device manufacturing.

"Today we are more flexible and capable of meeting the demands of our customers and changing markets due to support from IW. To compete on the global stage we must continue to improve our processes, train our employees and engage them. IW is a partner in our success and integral to our growth plans."

-Matthew Kosh, President

## RESULTS



Implemented new ERP system, launched **12** year engagement



Reduced sewing setup time by **60%** and improved throughput by **15%**



Reduced shipping space by **50%** and inventory by **22%**



Reduced cycle time, packaging time, inspection and shipping time by **35%**



Achieved ISO Certification

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