**UPGRADE TO NEW AUTOMOTIVE STANDARD IATF 16949**

**ABOUT POWERFLOW INC.** Powerflow is a manufacturer of automotive accessories sold primarily to OEM accounts, including General Motors, Toyota, Nissan, Chrysler and Subaru. The Canadian-owned company was founded in 1978 and currently employs about 80 people in Buffalo. Over the last couple years sales have grown about 30% annually and the company has exceeded $30 million in annual sales.

**THE CHALLENGE.** Powerflow was required, as an automotive supplier, to upgrade their TS16949 certification to the recently updated IATF 16949 standard. This version of the standard had several significant new requirements that needed to be understood and addressed in order to achieve certification. Powerflow recognized the need for external resources with IATF-specific expertise to facilitate their compliance efforts but also recognized the need to maintain their daily production and customer interface demands. They reached out to Insyte Consulting, a proven partner, to assist in this upgrade.

**MEP CENTER’S ROLE.** The Insyte-led Powerflow team assessed the current system to identify gaps between current processes and the new standard’s requirements. Management and key personnel were trained on the requirements, expectations and challenges for obtaining certification to the new standard. Regular management meetings were used to provide progress updates and address issues discovered throughout the process. Insyte and company resources reviewed, revised, and simplified supporting documentation. Company metrics were reviewed and adjusted. Internal auditors were trained to the new standard and coached through initial internal audits. Corrective actions were identified for any internal audit findings. Powerflow’s communication with the certification agency also provided an improved understanding of the process and allowed the team to prepare and ensure the requirements were met.

"With Insyte’s guidance hands-on support the IATF certification process progressed quickly and smoothly. We were able to address concerns and meet our planned re-certification date."

-Sean Gallagher, General Manager

**RESULTS**
- Achieved certification with zero major or minor non-conformances.
- Retained automotive business which is 100% of manufactured product.
- Simplified the quality management system.

**CONTACT US**

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