

## PDC MACHINES SAVES \$500,000 IN COSTS, BRINGS IN \$7 MILLION IN NEW BUSINESS THROUGH WORK WITH DVIRC

**ABOUT P D C MACHINE INC.** PDC Machines of Warminster, Pennsylvania, was established in 1979 to design and manufacture very high-pressure pumping systems and pressure vessels. PDC owns three buildings within the same industrial park and employs nearly 80 full-time employees from the Philadelphia region. PDC is the world's premier manufacturer diaphragm compressors.

**THE CHALLENGE.** Mateen Afzal, Vice President of Operations and General Manager, along with his father, Syed, and brother, Karim, had built an incredible business over the years. In 2015, they sought help from DVIRC, a NIST MEP affiliate and member of the MEP National Network, to grow and sustain the company's expansion. PDC needed a way to help them manage growth effectively - create the ability to continue to serve existing customers as well as take on new customers and attack new markets where growth was happening.

**MEP CENTER'S ROLE.** DVIRC, part of the Pennsylvania MEP network, initially engaged with PDC management to perform a Continuous Improvement (CI) Assessment of the company's production and operations. DVIRC's CI Assessment is a proprietary process used to evaluate the current state of a manufacturing business through a mix of interviews, a factory tour, management discussions, key performance indicator (KPI) evaluation, and bottom-line analysis. This assessment laid the groundwork for future work and helped PDC and DVIRC to plan effectively.

DVIRC also provided Executive Coaching to PDC's top leaders and helped the management team form a Board of Advisors to help steer and develop strategic initiatives for the business and provide counsel to management. DVIRC's Executive Coaching provided one-on-one counsel to top leadership at PDC related to the deployment of those strategic initiatives, troubleshooting issues, and maintaining adherence to work to better the business. Lastly, DVIRC aided the business in consolidating seven management information systems into one overarching Enterprise Resource Planning (ERP) platform. DVIRC worked with PDC management to shepherd the business through a proprietary selection process in order to assess and identify potential solutions and aided the company in sourcing a project manager for the implementation of the new ERP system.

**"By participating in DVIRC's unique 'learn and apply' approach to continuous improvement, PDC was able to identify and capture \$500,000 worth of cost savings over a period of three years. Through this work, PDC was able to maintain the production of legacy customer work on a particular product line worth \$7 million while bringing in a new \$7 million piece of business without skipping a beat, a feat that the management team did not see possible without the help of DVIRC and implementation of CI within PDC's business. Further, business leaders made investments of \$200,000 in their people and internal processes and helped create and retain important jobs at PDC crucial to organizational growth."**

-Mateen Afzal, Vice President of Operations and General Manager

## RESULTS



**\$500,000** in cost savings over 3 years



Maintained **\$7,000,000** of legacy customer work



**\$200,000** invested in staff and internal processes



**\$7,000,000** in new products

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