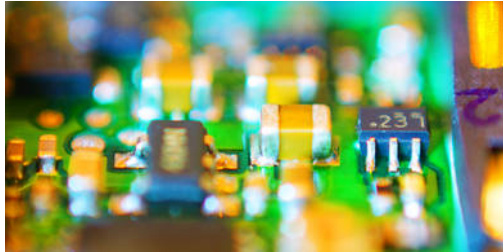




Customer Profile

Geophysical Survey Systems cuts production time with Infor VISUAL.



Facts at a glance

Solution: ERP

Products: Infor™ VISUAL

Industry: High-tech & Electronics/Electronic Components, Accessories

Country: USA

“Not long after we implemented Infor VISUAL, we saw improvements in our delivery performance. We’ve been able to reach more than 90% in on-time deliveries, compared to about 60% before that.”

—Jack O’leary, VP of Operations,
Geophysical Survey Systems

About the company

Based in Salem, New Hampshire, Geophysical Survey Systems, Inc. (GSSI) manufactures ground-penetrating radar (GPR) and electromagnetic induction equipment used to explore the subsurface of the earth and to nondestructively inspect infrastructure systems. Applications for GPR solutions include concrete inspection, utility mapping and locating, road and bridge deck evaluation, geophysics, and archaeology. To learn more, visit www.geophysical.com.

Challenges

- Provide better visibility of data throughout the organization.
- Cut lead times and boost customer on-time delivery performance.
- Reduce material shortages and inefficiencies.
- Stave off growing competition.

Benefits

- Facilitated information sharing between sales, operations, and manufacturing.
- Gained real-time visibility across the enterprise into one source of data, improving decision-making.
- Increased on-time delivery performance from 60% to more than 90%.
- Improved control over labor and inventory materials by streamlining and improving business processes, reducing inefficiencies and material shortages.
- Significantly reduced inventory, cutting inventory costs.
- Enhanced customer satisfaction and attracted new customers through current customer references, outpacing the competition.
- Increased revenues and profits without increasing headcount or IT infrastructure.

“With Infor VISUAL, we cut our average lead times from four weeks to two weeks through improved visibility, and shipped orders 50% faster. We can better control our labor and materials, reducing shortages on the shop floor and boosting customer satisfaction.”

—Jack O’leary, VP of Operations,
Geophysical Survey Systems

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