



+



# Growth soars at Skills Inc. with Infor VISUAL

## Facts at a glance



INFOR PRODUCTS  
Infor VISUAL®



INDUSTRY  
Aerospace and Defense



HEADQUARTERS  
Auburn, WA



WEBSITE  
[www.skillsinc.com](http://www.skillsinc.com)

“We now have a better understanding of inventory and order demand. Raw material purchasing is improved since we can utilize economic order quantities and better schedule our orders.”

—Charlie Frampton, Director of Operations, Skills Inc.

## About the company

Through responsible management and solid corporate partnerships, Skills Inc. creates and maintains a stable, rewarding place of work, where persons with disabilities contribute their skills. The company, which has three locations in the state of Washington, is a contract manufacturer providing products and services to the aerospace industry. Thanks to its skilled workforce of over 400 employees, Skills Inc. fabricates and machines complex parts to customer specifications. Additionally, Skills Inc. is a growing provider of minor and complex aircraft sub-assemblies. For more information, please visit [www.skillsinc.com](http://www.skillsinc.com).

## Business case

- Position the company to accommodate substantial new growth by better managing raw material and finished goods for build-to-stock orders.
- Handle the substantial increase in volume and complexity of sub-assembly work.
- Develop a standardized process to document the requirements and timing of raw material, which allows orders to be brought into the shop at the right time.

## Benefits

- Increased sales orders from the largest build-to-stock customer by 510% since implementation of Infor VISUAL.
- Expanded workforce by more than 42%, enabling the company to better fulfill its mission to hire employees with disabilities.
- Increased assembly orders by 174%.
- Helped its production control, customer service, planning, and purchasing teams to focus on being productive rather than “fighting fires.”
- Produced additional orders, which significantly increased revenue.
- Improved on-time delivery dramatically.