

Erimeca

Preparing estimates on the network

To create an effect of synergy, Erimeca group hired only one man who prepares estimates for its four production units using Cetim Devis Usinage. In this way, he answers the calls for proposals while taking into account all capacities of the group.

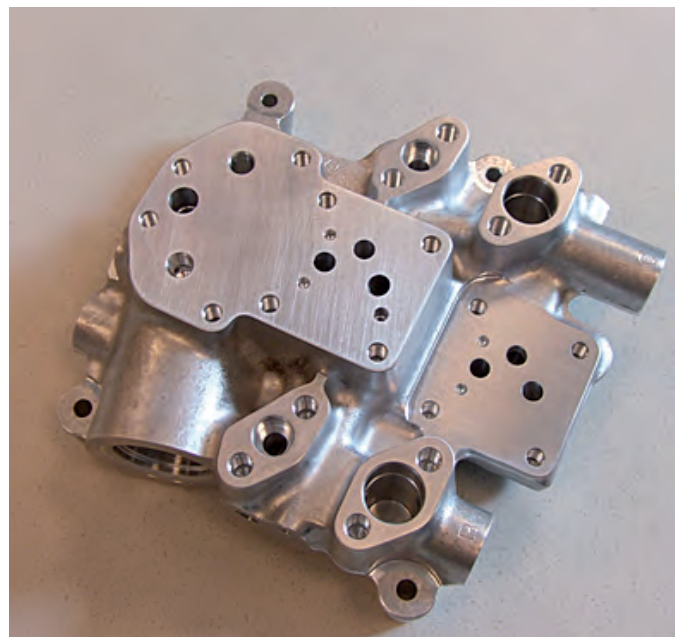
Erimeca group was created at the instigation of Gerard Henry, chief executive of Rosheim Industries. It is the first company to have put in common the know-how of its different workshops using the software Cetim Devis Usinage.

"Our goal is to answer as close as possible to our customer's needs, states Bruno Wojszwyk, sales and development manager. With more than 200 employees, we begin to be considered as serious, and our customers know that the group is present behind each company". Herve Lescoulié, who has a long experience of production methods, was engaged to prepare the estimates. He became an itinerant of the group and shares its activities between the three units in south-western France with, moreover, two or three stays in Alsace each year. "Since the four companies of the group have different profiles, it is important that somebody knows well the characteristics and capacities of each one",

says Herve Lescoulié. In each unit, production methods technicians were also trained for using Cetim Devis Usinage.

An essential contribution to strategy

"We needed a tool able to provide precise times for each manufacturing phase and we turned to Cetim Devis Usinage which provided an essential contribution to our strategy, states Bruno Wojszwyk. We use it directly when defining production steps for simple parts, or for complex parts, after the production methods office determined the right operations sequence. Moreover, it appears very advanced on the point of materials workability".



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The requests for estimates arrive mainly to the companies, seldom to the group. But the common software allows to optimize the workload of each unit and to provide the best possible answer to the customer. Indeed, Cetim Devis Usinage determines by itself which workshop carries out which operation. Result: instead of competing, the production means **complement each other**.

OUR CUSTOMER

Corporate name
Group Erimeca

Sales turnover
More than
18,5 million euro

Workforce
220 people

Activity
The group unites an Alsatian company, Rosheim Industries, producing mainly valves and fittings, and three companies located in the southwest and well known in aeronautics: Sudec (turning), Sur (milling) and Adour Industries (sheet metal working)



Cetim's asset

Cetim Devis Usinage capitalizes 20 years of experience in realizing cost computing softwares. It can be used to work out the proposals, for reconceiving or designing at objective cost, to define production steps to manage the subcontractors. The databases can be adapted to the user's needs.