

Meca-Hydro

Well prepared estimates to gain **markets**

In a SME counting about ten people, preparing estimates represents a burdensome task, so that all the calls to tender cannot be treated. Today, thanks to Cetim Devis Usinage, Meca-Hydro answers all requests with a constantly growing success rate.

“Now, with Cetim Devis Usinage, we can answer all requests for estimates and our rate of positive returns is increasing”, tells with satisfaction Jean-Pierre Corne, co-founder and manager of Meca-Hydro, a small company specialized in machining machine elements.

A the beginning, in 1984, Meca-Hydro was created by Yves Leullier and Jean-Pierre Corne to ensure maintenance of hydraulic materials. Ten years later, in 1994, after his associate's death, Jean-Pierre Corne, who was initially engineer, takes over the company's management and reorientates it towards machining.

Meca-Hydro specialized in off-plan machining, in particular for pilot productions, valves and fittings, equipments for the food industry, rolling stock, etc “We use conventional machines for parts produced singly or in very small batches, and numerical control machines other productions”, explains Jean-Pierre Corne.

A complete tool

A common situation in a small unit, answering to all requests for estimate quickly appears as impossible. But an estimate must also be coherent with the others, and a satisfactory follow-up and traceability must be ensured. “In 2006, I could attend a demonstration of Cetim Devis Usinage at a machine-tool show, tells Jean-Pierre Corne. It was very positive, but I first wanted to see what existed elsewhere. At the end of 2007, Cetim came to carry out a demonstration in our offices and I decided to buy the software.”

A first, voluntarily limited training, allowed Jean-Pierre Corne to utilize immediately Cetim Devis Usinage under real conditions. Then, an



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additional training was carried out in order to adapt the product to the company's particular needs. “It's a very complete tool, says Jean-Pierre Corne. It enables us to work in full adequacy with the workshop. We edit the machining process plannings quickly and I can now answer all the requests. I work out thus on average of four-five estimates a day instead of one or two before, and the follow-up of the businesses improved”.

OUR CUSTOMER

Corporate name
Meca-Hydro

Workforce
10 people

Activity
Meca-Hydro ensures as subcontractor the production of machined parts on traditional and numerical control machines, and primarily of stainless steel parts



Cetim's asset

Cetim Devis Usinage capitalizes 30 years experience in the realization of costing softwares. It can be used to work out offers, to design or re-design at objective cost, to compute process plannings and to manage subcontractors. The databases can be adapted to the context of companies of all sizes.