



# New IT Infrastructure Improves Productivity at MGS, Inc.

## Real Results:

- Generate timely reports
- Improved productivity
- Saved \$75,000 in labor costs

**Company Profile:** MGS, Incorporated is a privately owned company located in Denver, PA. They design and manufacture a wide range of trailers for industrial use. More than just a frame on wheels, the MGS Transport System is a productivity tool. MGS was established in 1962 by Roland Gehman. The MGS culture is a clear reflection of his goals, capabilities, and attitudes. The beliefs and ideals of their founder continue to guide their teams as they work together to develop the best possible transportation solutions for their customers, clients and alliance partners.

**Situation:** The company struggled with an outdated and under-performing software system for several years. The system was inefficient and ineffective. As a result, many stand alone sub-systems were created and used. This caused a large amount of redundant data entry to be standard practice. Along with being inefficient, these practices increased the opportunities for errors. With plans for continuous growth, the MGS management team identified the existing information systems as one of the barriers to meeting the strategic growth plans. As this type of project is costly, time consuming, and extremely risky, MGS turned to MANTEC to help in the software selection process. MANTEC facilitated a proven, systematic process to identify appropriate ERP software options. This assessment process led to identifying the many stand alone sub-systems in place to ensure that the new system was capable to handle the needs of the entire business. Several vendors were researched and selected, and software was purchased.

**Desired Results and Deliverables:** The new software would have to be affordable, appropriate, and create minimum disruption during installation. This was accomplished by following a proven, structured process, or assessment.

**End Results:** MGS bought their new system in 2006 and launched it in early 2007. Six months later MGS began producing reports and data that the old system not only could produce but now have the opportunity to generate new reports in a timely manner. Since their previous system could not provide them with performance measures and documents, MGS cannot compare their current impact in terms of dollars. What MGS is realizing is the impact it has on its workforce in terms of productivity now and for the future.

- Workforce productivity has increased considerably and has the potential to track more data through this new system.
- Output of newer data is available to MGS and which will provide reports for future business growth.
- It streamlined their communications work flow throughout the company, such as customer profiling, how workers can obtain information via purchase orders, invoices, work orders, etc.
- Business plan cycles are projected to expand from two to five times.
- The new IT infrastructure positions MGS for growth and expansion.
- Systems are now automated, such as in engineering. Floor workers can expect to use computer work stations to view job documents.

Additionally, MGS, Inc. is seeing a significant increase in sales. For their \$330,000 investment in this new software, they have saved \$75,000 in labor costs and increased or retained sales of \$4,000,000.

**Our entire business operation revolves around information technology and our workforce. A breakdown in communication is detrimental to our survival. MANTEC assessed our current system and corporate needs. They researched and then offered recommendations that best suited our needs for now and the future. They assisted with everything – from training through launch our new system.**

~Andy Gehman, President, MGS, Inc.



To set up your IT Infrastructure contact your Professional Business Advisor directly or MANTEC at 717-843-5054

600 North Hartley Street  
Suite 100  
York, PA 17404  
717-843-5054  
www.mantec.org