



TOGETHER LET'S BUILD
TECHNOLOGY RELATIONSHIPS CREATIVE CULTURES
THE PERFECT SOLUTION

CASE STUDY: MANUFACTURING



When Homer City Automation needed a better **product configuration and quotation system**, IQ created a solution to help **feed their business**.

It is crucial to manufacturing companies that system requirements are well understood during the design process in order to ensure that the end product meets the customer's goals and to avoid costly mistakes and overruns. For specialized products, manufacturers often look to automated systems to take customers' requirements and turn them into a sales quotation and product design. IQ engineered a new configuration and quotation system for Homer City Automation using Microsoft .NET and My SQL.



REALIZING BUSINESS VALUE THROUGH AUTOMATION.

THE SITUATION:

Homer City Automation produces parts-handling products such as vibratory feeders, rotary feeders, and bulk supply equipment which typically serve as the starting point of assembly operations and production lines. Their existing configuration and quotation system was built on antiquated technologies which made it very difficult to update prices and product offerings. As time went on, the gap between what the system could support, and what could actually be built, widened.

THE IQ SOLUTION

Homer City Automation engaged IQ to redesign and implement a new configuration and quotation system that would:

- **Reduce** the time to configure and quote
- **Accurately** represent product offerings and manufacturing costs
- **Make** it easy to update pricing, cost, and configuration rules
- **Consistently** produce professional-looking and accurate quotations
- **Utilize** a modern technology stack which supports web-based capabilities and integration with their MRP system

IQ set about building a new configuration and quotation system for Homer City Automation using Microsoft .NET and My SQL. Configuration rules and costs for engineered products, standard product catalogs, and pricing are stored in the database enabling all of this information to be easily modified and updated.

Using .NET with WPF, IQ developed a new configuration

and quotation management application. The application enables Sales and Engineering teams to easily manage and collaborate on specialized product designs, standard products, price margins and allowances. Customer quotations can be quickly generated to communicate detailed product information, pricing, itemized terms and exceptions.

IQ also developed an integrated workflow system to support a structured and secure quotation approval process. Users have the ability to review, redline, approve or reject quotations before they are submitted to a customer. The WPF configuration and quotation management application, and a mobile application that IQ also developed, can be used as part of the workflow process.

“We are very pleased with the efforts that IQ put forth to develop our configuration and quotation system. I am excited that the project is complete and now anxious for the staff to be able to rely on the software to increase efficiencies in quotes which will allow them to focus on customer service and finding new opportunities.”

Stephanie A DiLeo *President, Homer City Automation*