



QIOPTIQ OPTIMIZES OPERATIONS WITH ADEACA





QIOPTIQ PROFILE

INDUSTRY

Electromedical and Control
Instruments Manufacturing

HEADQUARTERS

Waltham, MA USA

Qioptiq designs and manufactures photonic products and solutions that serve a wide range of markets and applications in the areas of medicine, life science, industrial manufacturing, defense and aerospace, and research and development.

Qioptiq maintains a worldwide presence with locations throughout Europe, Asia and North America.

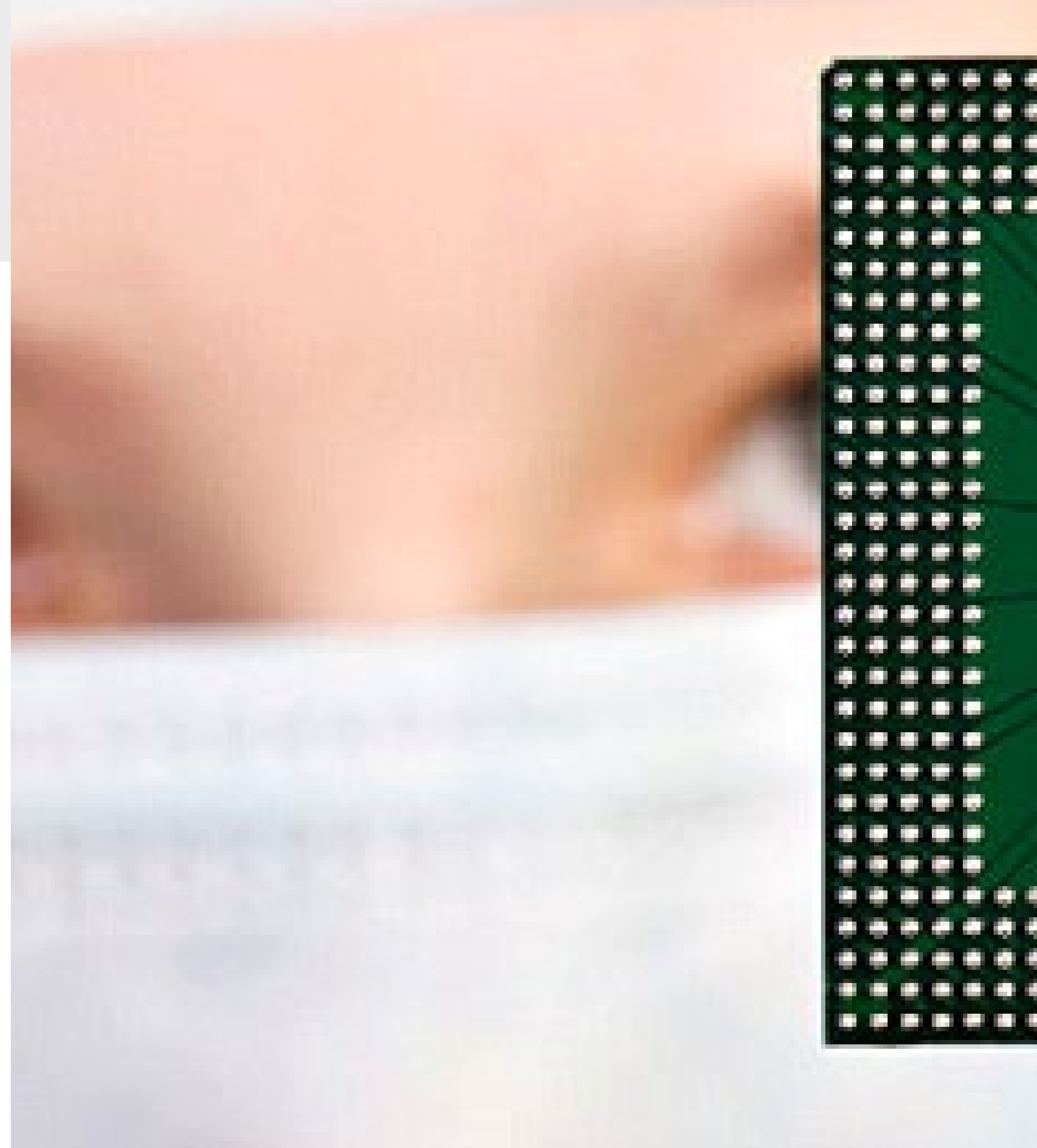
In October 2013, Qioptiq was acquired by Excelitas Technologies Corp., a leading provider of high-performance optoelectronic solutions to OEM customers serving a variety of applications across a wide range of markets worldwide.

EXECUTIVE SUMMARY

As a high-end optomechanical manufacturer serving a wide range of industries, including defense and aerospace businesses, project-driven Qioptiq needed fundamentally different information to manage and optimize operations than it could retrieve from a generic ERP system. It is important for Qioptiq to have real-time information on its programs as well as the ability to link programs through to procurement and manufacturing.

Qioptiq needed a fully integrated lean-management system for running project-based programs and the production side of the business. ADEACA checked all the boxes.

- ➔ ADEACA enabled Qioptiq to organize its entire business
- ➔ Real-time information sped up operations and reporting exponentially
- ➔ Making better and faster business decisions than before





***“HAVING REAL-TIME INFORMATION IS
INVALUABLE IN MAKING THE RIGHT
DECISION AT THE RIGHT TIME.”***

CHALLENGES

AS A HIGH-END OPTOMECHANICAL MANUFACTURER,

serving a wide range of industries, including defense and aerospace businesses, project-driven Qioptiq needed fundamentally different information to manage and optimize operations than it could retrieve from a generic ERP system. It needed a system that could house and manage all the information about its projects in one place – so they could react faster.

“We’re constantly under lead-time pressure,” Wootton said. “Customers are demanding more and more, quicker and quicker. And therefore having real-time information is invaluable in making the right decision and the right call at the right time.”

Therefore, it is important for Qioptiq to have real-time information on its programs as well as the ability to link programs through to procurement and manufacturing to determine how those programs are affecting the company’s ability to deliver on its projects.

purchase orders so that the items could be invoiced, which led to frequent billing errors.

Previously, Qioptiq had been running Microsoft Project or Excel-based project Gantt charts for program planning, as well as the company’s legacy manufacturing system for cost collection.

No centralized view into the company’s project portfolio existed. Everything was in silos and run on individual programs. There was no holistic status of all the programs in real time, which caused widespread inefficiencies across the company.

“There was no direct linkage at all. It was completely separate, and you had to manually load demands on an individual basis,” Wootton said. “All the cost collection and analysis was manual, meaning basically taking downloads of costs booked and then having to analyze those offline for your project. But you could only do it on a monthly basis. We found that we were running the company on who knows how many different platforms that didn’t really talk to each other.”



“WHAT WE WANTED WAS ONE SOLUTION FOR THE PROGRAMS AND OPERATIONAL SIDE OF THE BUSINESS.”

THE LEAN SOLUTION

Qioptiq decided to invest in a new ERP system and selected Dynamics AX. However, Dynamics AX alone didn't offer the timely insight into its projects the company needed to operate efficiently.

“We then looked at what other options were out there,” Wootton said. “We looked at [Microsoft] Project and [Microsoft] Project Server because that interfaced to AX. But again, that was having a completely separate system and just moving stuff backward and forward, which we didn't like. What we wanted was one solution for the programs and operational side of the business.”

For Qioptiq it was being “slicker and quicker” about things, being more aware, and more proactive in what the company was doing. The only way to become a leaner business meant moving the entire organization onto one common business system.

THE RESULTS

“We wanted a one-solution-fits-all – a fully integrated system for running project-based programs and the production side of the business,” Wootton said. “We wanted one single solution rather than working in silos.”

After looking at various solutions, Qioptiq selected ADEACA because it *“ticked all the boxes.”*

“When I first read the specs and had an initial demonstration of it, I felt it was exactly what we were looking for,” Wootton said. “It was one system and it allowed us to put people and resources in and plan around the availability of the individual engineers. Everybody will be using the same tool!”



***“WE WANTED A
ONE-SOLUTION-FITS-ALL.”***



ADEACA ENABLED QIOPTIQ TO GAIN REAL-TIME INSIGHT INTO ITS PROJECT PORTFOLIO, SO IT COULD MAKE FASTER DECISIONS WITH BETTER DATA, MAKING IT A LEAN ORGANIZATION THAT CAN CONTINUALLY IMPROVE.

THE RESULTS

ADEACA EXTENDED,

Qioptiq's Dynamics system and turned it into a Unified Project Solution. With ADEACA, Qioptiq's program managers can run reports in real-time, rather than having to wait for finance to crunch all the numbers. It sped up operations and reporting exponentially.

"It put everything in one place," Wootton said. "The messages are consistent, so procurement is getting the same procurement message, whether it was coming from a project or production. We aren't running multiple systems to achieve the same outcomes."

By bringing operational and financial project management together in one integrated solution, ADEACA enabled Qioptiq to gain real-time insight into its project portfolio, so it could make faster decisions with better data.

As the system provided a set of built-in business processes, the structure allowed Qioptiq to optimize business operations automatically and realize vast improvements in speed and reliability throughout its organizational output.

START THE CONVERSATION

CONTACT INFORMATION

Contact ADEACA to schedule a consultation or demonstration of ADEACA ONE.

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