Case Study

About the Company

Coperion is the international market and technology leader in compounding systems, feeding technology, bulk materials handling systems and services. Coperion is also a partner for global corporations and small- to medium-sized enterprises in the plastics, chemicals, food and aluminum industries. As an integrated technology provider, Coperion uses its comprehensive system and process expertise to implement individual solutions for compounding technology and bulk materials handling. This includes extruders, compounders, pneumatic conveying systems as well as components for bulk material handling.

Coperion's network of 30 branches and more than 30 trade missions around the globe ensures direct contact with customers. In addition, Coperion's customers benefit from the extensive, worldwide offices and commercial representations of Coperion K-Tron. Our specialists and local partners speak the language and are familiar with the customs of each country.

Coperion's global headquarters is located in Stuttgart, Germany, with a US headquarters in Sewell, NJ.

The Challenge

Coperion has three locations in the US: its US headquarters in Sewell, NJ; and plants in Ramsey, NJ and Wytheville, VA.

For (25 years), the company had used manual data collection (data entry on terminals) and saw no compelling reason to implement an Automated Data Collection (ADC) system until (2015), when there

would be a significant change in workflow and location as they moved their inventory from Ramsey to Wytheville.

According to Rudy Groenewegen, Manager of IT for US locations, the conversion to an ADC solution was a "longstanding project that we wanted to do. But when Assembly and Inventory relocated to Wytheville, ADC became a necessity."

"We had employees walking back and forth in the plant, receiving inventory, looking up inventory on the shelves then walking back to the data entry terminal to update what was there. We knew it wasn't efficient, nor did it have the accuracy we wanted, but moving all of the inventory to Wytheville meant we had to get our arms around it."

Why Automated Data Collection

The company wanted fault-proof data accuracy, real-time access to information and a proven, seamless integration with QAD. Before making this move, they wanted to ensure that every aspect of the inventory move would go forward without a hitch, and the new facility would be able to manage receiving, inventory and shipping out of the starting gate.

Why Eagle?

According to Rudy Groenewegen, they considered several vendors but chose Eagle for a number of reasons, the first of which was the seamless compatibility with QAD.

The other capabilities they were looking for were:

- An extremely high level of inventory accuracy
- Information available in real time: no batch processes
- No intermediate servers
- Ease of upgrade, implementation and training to ensure that systems could keep pace
- And years of proven experience.

Expectations

Here's what happens at the Wytheville plant:

- Manufacture screw elements and barrels which are a key part of the company's core extruder
- Assemble and/or refurbish US-based machines; some of whose components come from other locations.

According to Groenewegen, "We began looking at Eagle in (2014). Once we chose them as our vendor, things moved forward quickly. We wanted to make sure our typical transactions could execute with Eagle, and Eagle worked closely with us to set up and test everything we wanted to do. A pleasant surprise was that we could streamline even more than we expected without any need for custom code. For example, simply setting certain flags allowed us to reduce prompts from five to two with no loss of accuracy.".

Results and Benefits

Almost immediately, Coperion worked with Eagle to develop workflow and to train employees, gathering feedback along the way. Once some of their staff had been trained, the feedback became even more valuable because experienced people could assess how well the new system was meeting their needs.

Eagle was officially installed on May 2015, but the process began long before that with an Eagle representative onsite for setup and testing. Eagle has been running successfully since that time, yielding the benefits Coperion was looking for:

According to Rudy Gr Groenewegen, "I was particularly pleased that these results came from a combination of the right product and a great team. There were key people who helped make it happen every step of the way (Joan Yeaton, Linda Purpuro, Jennifer Snaguski, John Altomara and Russell Grove,), and today we have the fault—proof, real-time solution we wanted.

"Management was even more pleased than I since the project came in on time and on budget."

The Future

Coperion looks forward to enjoying the benefits of its Eagle solution and expanding them into areas where Eagle's capabilities may help leverage both efficiency and effectiveness.

Bill Paone, Eagle's Executive VP, Sales and Marketing, said, "It was a pleasure to work with Rudy and the team at Coperion. Even though we have been doing this work successfully all over the world for 20+ years, it never gets old to see a customer succeed and to hear that the project came in on time and on budget. That's what we do, and it continues to be a great way to be a part of our customers' success."

About Eagle

Eagle Consulting & Development is the leading provider of portable wireless technology solutions for users of QAD Enterprise Applications worldwide. Eagle's product, RF Express™ for QAD Enterprise Applications, provides functionality for fault-proof, real-time automated data collection and bar coding at the single site or multinational level enabling manufacturers to achieve their data accuracy, inventory accuracy, labor cost and efficiency goals. Over 800 QAD customers at 3,000+ sites around the world have chosen Eagle to meet their automated data collection needs.

RF Express™ for QAD Enterprise Applications is available for on premise, cloud or blended deployment.

For more information, visit www.eaglecondev.com or contact Bill Paone at +1.973-838-5006 ext 119. RF Express™ for QAD Enterprise Applications is a trademark of Eagle Consulting & Development.