

DATAFILE Case Study



CMS CEPCOR LIMITED

Transforming Crusher Parts Manufacturing and Distribution with Datafile Software

Company Profile:

Region: UK and USA

Employees: Over 200

User Since: 2002

CMS Cepcor is a leading aftermarket manufacturer and supplier of crusher spare parts, mining equipment, and service solutions. The company specialises in providing high-quality replacement parts for various types of crushers, including cone, jaw, and impact crushers, used in the mining, quarrying, demolition, and recycling industries. Renowned for their extensive inventory and technical expertise, CMS Cepcor is committed to delivering reliable and cost-effective solutions to their clients.

The Challenges	The Solutions
<p>Manual Shipping Management: The company relied on paper-based systems to manage inbound and outbound shipping consignments, which were prone to errors, delays, and inefficiencies.</p>	<p>Datafile Software Solutions enabled CMS Cepcor to digitise their shipping processes, reducing errors and delays. With the implementation Datafile Software, CMS was able to manage inbound and outbound shipping consignments efficiently.</p>
<p>Sales Activity Tracking: As their headcount expanded, CMS Cepcor recognised the need to track the sales activities of their account managers more effectively. They lacked a centralised Customer Relationship Management (CRM) system to accomplish this.</p>	<p>The Datafile CRM application provided a centralised platform to track account manager sales activity, ensure quotes were chased up, and improved communication and coordination among teams.</p>

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<p>Inventory Management: With multiple companies, including two U.S. divisions, CMS Cepcor needed a solution to efficiently manage their shared inventory and prevent overstocking or understocking issues.</p>	<p>The Datafile stock application allowed CMS Cepcor to manage multiple companies and divisions with a single shared inventory, preventing overstocking or shortages.</p>
<p>Production Scheduling: Identifying production bottlenecks and optimising scheduling were crucial to maintaining a smooth manufacturing process. CMS Cepcor sought a visual production scheduling tool that would enable them to streamline operations.</p>	<p>Datafile Software's visual production scheduling Kanban and Timeline tools allowed CMS Cepcor to identify and resolve production bottlenecks swiftly.</p>
<p>Mobile Access: CMS Cepcor needed a mobile application that allowed for stock checking, as well as easy access to customer and supplier information, especially during out-of-office hours.</p>	<p>Datafile Software implemented a mobile app which provided stock checking capabilities and easy access to customer and supplier information, enhancing operational flexibility and responsiveness.</p>
<p>Purchase Ordering Automation: CMS Cepcor aimed to reduce manual effort and errors in the procurement process by implementing an automated purchase ordering system based on predefined re-stocking rules.</p>	<p>Datafile Software provided CMS Cepcor with an automated purchase ordering system. This reduced manual effort and ensured timely procurement by generating supplier orders based on preset restocking rules.</p>
<p>Bill of Materials Management: Effective works ordering was essential for instructing operatives on what to produce and when. A system that could manage the Bill of Materials efficiently was required.</p>	<p>A works ordering module was implemented which allowed CMS Cepcor to efficiently manage their Bill of Materials and instruct operatives on production tasks.</p>

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Results and Benefits Summary:

The implementation of Datafile Software brought about significant improvements for CMS Cepcor:

- **Operational Efficiency:** Manual processes were replaced with automated workflows, reducing errors, and increased efficiency.
- **Enhanced Visibility:** The visual production scheduling and centralised systems provided real-time insights, enabling better decision-making.
- **Cost Savings:** Automation and streamlined processes led to cost savings in various aspects of the business including the reduction of additional headcount.
- **Improved Customer Service:** Better access to customer data and inventory information allowed for improved customer service and responsiveness.
- **Scalability:** As CMS Cepcor continues to grow, Datafile Software provides a scalable solution to support their expanding operations.

CMS Cepcor's long-standing partnership with Datafile Software has empowered them to meet the evolving demands of their industry while maintaining their commitment to quality and customer satisfaction. With Datafile Software, CMS Cepcor is well-equipped to remain a leader in the crusher parts manufacturing and distribution industry.