



"Our Infor ERP Visual Jobshop system has made things more efficient and allowed EDGE to grow as we have the systems in place to sustain our growth and help us plan better."

—EDGE OWNER AND MD HERMAN VAN TONDER

## AN ALL INCLUSIVE ERP SYSTEM FOR SHEET METAL MANUFACTURER EDGE

Equipment Design and General Engineering (EDGE) is the holding company and manufacturer of Prenox Catering Equipment products. The two companies were amalgamated into one company with two divisions in 2006.

The EDGE division based in Silverton, Pretoria, provides a one stop shop supplying custom designed and manufactured sheet metal fabrication, including laser cutting, bending and beneficiation.

The Prenox Catering division operates within the industrial catering industry, manufacturing and supplying a wide range of industrial kitchen equipment and convection ovens.

### SETTING THE STRATEGY.

As far back as 2002 market feedback indicated that there were a limited number of manufacturing companies in the industry which could provide a one stop shop alternative to broad manufacturing needs in sheet metal fabrication. EDGE, which was only doing laser cutting at the time, was looking to add value to its sheet metal manufacturing operations to be able to provide a one stop shop solution. The company was running its manufacturing operations manually, with only an accounting package in operation which did not service the manufacturing side of the business at all. "We were looking for a software application that could help us streamline our manufacturing operations as we expanded into additional value added services," explains EDGE owner and MD Herman van Tonder. "We got in contact with Philip Brown of Brown Manufacturing Systems, an Infor implementation partner, and decided on the Infor ERP Visual Jobshop Premier solution due to its flexibility and

functionality," explains van Tonder.

### GETTING BUSINESS SPECIFIC

In 2005 EDGE bought Prenox Catering a manufacturer and supplier of industrial kitchen equipment and convection ovens. The businesses were run separately for 2 years and a separate Infor ERP Visual Jobshop system was purchased to oversee the manufacturing process at Prenox. "We had experienced such great success on the original Jobshop system that we implemented it again to help us run the new catering business," explains van Tonder.

Then in 2006 the two companies were amalgamated into one company with two manufacturing divisions under the holding company EDGE supplying the Prenox Catering brand. "With the amalgamation of the two companies, we wanted all our manufacturing operations to run on one integrated ERP system and so the two companies Jobshop systems were integrated into one system overseeing the manufacturing operations of

both divisions," explains van Tonder.

## SEEING RESULTS

"Infor ERP Visual Jobshop is a highly flexible system, full of functionality that covers all aspects of the manufacturing process including stock management, work orders, sales, purchasing, workshop scheduling and costing," explains Brown Manufacturing Systems Philip Brown.

Jobshop was designed for jobbing manufacturers which do not just make one item, but need to make different things all the time, making it perfect for EDGE which manufactures customised sheet metal products for its clients. "In this kind of environment where there are many different manufacturing parts to go into any job, and different jobs being manufactured all the time, we need our costing to be fast and accurate, our ordering done on time, our work scheduling to be perfect so we can produce the product on time and deliver the invoice, Infor's ERP Visual Jobshop takes care of everything from costs and quotations, to sales and job orders, materials required, job scheduling, delivery notes and eventually links up with our Pastel accounting package," explains van Tonder.

## DOING BUSINESS BETTER

"We have experienced better planning, costing and materials tracking since installing our integrated Infor ERP Visual Jobshop system. We can also implement price increases more easily and our work scheduling is better. We now run a full finance scheduling system which indicates to our production staff everything needed for the day. Our system is also linked remotely to our database which enables us to develop Excel reports at any time, aiding our management reporting process," explains van Tonder.

"Our Infor ERP Visual Jobshop system has made things more efficient and allowed EDGE to grow easily as we have the systems in place to sustain our growth and help us plan better. In the future we plan to upgrade our system to the larger Infor Visual Enterprise system for larger, more complex manufacturing operations as the company grows," he concludes.

## THERE IS A BETTER WAY.

At Infor, we work with a core belief. We believe in the customer. We believe that the customer is seeking a better, more collaborative relationship with its business software provider. And a new breed of business software: created for evolution, not revolution. Software that's simple to buy, easy to deploy, and convenient to manage. Our 70,000 customers in more than 100 countries stand with us. We look forward to your sharing in the results of our belief. There is a better way. For additional information, visit [www.infor.com](http://www.infor.com).

**Birmingham**  
Central Boulevard  
Blythe Valley Park  
Solihull  
West Midlands  
B90 8BG  
Tel: +44(0)121 615 8000  
[www.infor.com](http://www.infor.com)  
[www.infor.co.uk](http://www.infor.co.uk)

The Infor logo consists of the word "INFOR" in a bold, sans-serif font. The letters "I", "N", "F", and "O" are black, while the letters "R" and "A" are red. A small trademark symbol (TM) is located to the upper right of the "R".