



Bridging the Gap Between
Vision and Implementation™

CASE STUDY

Col-Met: Custom Automation and Pricing System

SSG creates an application that allows Col-Met’s salespeople, engineering and management to work more efficiently.



ORACLE PARTNER

“The application that SSG developed has already saved us time and money due to increased accuracy in pricing and quoting.”

Eric Jones,

President
Col-Met Spray Booths

Client Profile

Col-Met Spray Booths manufactures paint booths and accessories for industrial, automotive and other applications. They make spray booths to paint everything from motorcycles – as featured on TV’s *American Chopper* – to sheets of steel that can be machine-cut and punched. This process is known as “industrial finishing.” They can make booths as small as tabletop units, or as big as a house in order to paint up to 3 railway cars at a time.

Client Need

Col-Met wanted a system that would allow salespeople to select pre-designed spray booths or configure a custom booth using the same application. The rules to configure a custom booth are complex with many interdependencies. Some of the variables include electricity capability at the site (voltage and phase), configuration of airflow and lighting, and adherence to OSHA regulations for all booths. As a salesperson is configuring a booth for a client, dependent components would be automatically included and any choices presented to the user. The salespeople needed a consistent, automated system to retain customer information, create quotes, configure sales orders and shipments, and make changes to orders before and after they were committed for production.

SSG Solution

SSG’s solution included a sophisticated rules engine to manage all of the complex interdependencies. The engine uses customer information, the product catalog, component pricing, add-ons and options to accurately and quickly configure a quote. This restricts configuration to only valid combinations, updates pricing information and on-the-fly changes, preventing a salesperson from configuring a system that cannot be built. The web-based application utilized a rich user interface which relied heavily on AJAX to provide quick user feedback and to dynamically update information on the screen without constantly having to navigate between pages.

Benefits

COL-MET’s new Automation and Pricing System streamlines and facilitates existing business processes, standardizes configuration and pricing of custom built paint spray booths, and provides tracking and reporting capabilities for their business-related information. Salespeople can provide customers with accurate quotes, engineering has the correct parts list for orders, and management has visibility on all products in addition to revenue and costs. A set of administrative pages maintains the customer’s catalog and data in the database in order to access historical data through searches and reporting, providing insight into actual costs and maintaining records so future modifications can easily be made.

SSG, Limited

801 E. Campbell, Suite 350
Richardson, TX 75081
214.333.2000
ssglimited.com