



CADENCE, INC.

Diversified manufacturer of precision incision and piercing products brings all facets of their business together with VISUAL

“Even though we were still a small company at the time, we realized we didn’t have the enterprise system capabilities we needed to run the company. We were using a lot of manual tools to run operations, but VISUAL offered us everything we needed – with many capabilities to grow into as the company grew.”

RYAN ALESHEVICH, MATERIALS MANAGER, CADENCE, INC.

About the company

Cadence Inc. has grown organically and through acquisition from a small specialty blades manufacturer founded in 1985 to a diversified company comprised of three business units focused on precision incision and piercing for industrial and medical/life science applications. Based in Staunton, VA, it now also has facilities in Lincoln, RI, as a result of its acquisition in 2008 of Popper and Sons, Inc., known for specialty needle and metal tubing for fluid delivery in medical devices.

Company: **Cadence, Inc.**

Address: **Staunton, VA**

Website: **www.cadenceinc.com**

Number of Employees: **210**

Products & Services: **High performance, razor-sharp custom and standard cutting and piercing industrial instruments and blades; and needles, syringes and metal tubing for medical/life science applications.**

Challenges

Cadence Inc. has grown organically and through acquisition from a small specialty blades manufacturer founded in 1985 to a diversified company comprised of three business units focused on precision incision and piercing for industrial and medical/life science applications. Based in Staunton, VA, it now also has facilities in Lincoln, RI, as a result of its acquisition in 2008 of Popper and Sons, Inc., known for specialty needle and metal tubing for fluid delivery in medical devices.

Cadence’s success is grounded in mastery of custom programmable Computer Numerical Control (CNC) processes for the precision manufacturing of standard catalogue and custom metal components. Its products are known for reliable, long-lasting high performance to exacting specifications. As its business and product scope grew quickly to capitalize on expanding market opportunities, the company sought to gain tighter control of operations, wanting to apply the same precision to production and enterprise management that it maintains in its product line.

Like many entrepreneurial start ups, management tackled the challenge of initially launching and ramping up operations by applying an assortment of manual and standalone software tools. Spreadsheets and Microsoft Word documents were marshaled extensively to keep track of customer orders,

coordinate procurement and materials management, schedule production work orders, and keep track of work-in-process.

“One of our main problems was we didn’t have software that tied everything together – software that was fully integrated from order entry to work order planning, to purchase orders and accounting,” says Ryan Aleshevich, materials manager. VISUAL Enterprise was one of the only Windows-based ERP solutions on the market at the time that provided the breadth of functionality the company needed. It also provided a powerful graphical user interface that was unique in ease-of-use in providing a comprehensive summary view to end-to-end production operations in a single manufacturing „window.’ “It’s very straightforward in how it functions and how to use it,” says Aleshevich, “which makes it very easy to use.”

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VISUAL’s robust MRP functionality proved essential from the start. “It’s definitely a strong feature. It enables all work order planning and drives material procurement – when you need to order material and when you need to have it on hand,” he says. Cadence was among one of the early users of VISUAL – and has grown as a business and a power user as the software has been regularly extended and enhanced over the years.

A significant enhancement core to running its business is VISUAL Global Financials. This module enabled the company to designate and support a variety of General Ledger accounts.

More recently, it has taken advantage of VISUAL Time & Attendance for labor reporting, tracking, and payroll. VISUAL Bar Code System has given it the ability to also track material and WIP.

“Each new module has been very significant in the benefits we’ve gained. The difference between before-and-after with each one is night-and-day. Purchase orders are easily matched to work orders. Allocations are easy to make against customer orders. It’s now very easy for us to manage engineering change orders. The system really helps manage the process to ensure you take the right steps and get the signoffs. We’ve been extremely pleased with the software,” Aleshevich says.

And central to the success of the VISUAL implementation has been the support Cadence has received from Synergy Resources. “Synergy Resources has been extremely helpful in working with us to implement the newer modules,” he says. “They’ve been very responsive to all our needs.”

Cadence is especially appreciative that Synergy Resources has taken a leadership role as a channel partner in working with Infor Global Solutions to develop a strong user group community. “There is a lot of value in user groups, having the opportunity to meet with other companies to talk about creative ways to use the software in order to get greater value.”

Cadence has distinguished itself in its industry for the value that it provides to its OEMs and end customers. And it likewise greatly values the benefit it has received from Synergy Resources who has been a strong partner in helping it achieve maximum ROI in using VISUAL Enterprise software to help it skillfully manage and grow its business.