

Changzhou Amphenol Fuyang Communication Equipment Co., Ltd increases productivity while reducing overhead costs with IFS



A global leader in manufacturing communication equipment, Amphenol Fuyang increased productivity and streamlined its supply chain while reducing overhead costs by implementing IFS. The company is now more efficient, getting its products to market faster, reducing inventory levels, and streamlining communications and standardized processes with fewer resources. Furthermore, IFS was able to meet its stringent requirements for functional depth to deliver superior functionality across the business.

Tried and tested, but did not meet business requirements

As one of the top four connector manufactures in the world, and a leading supplier for telecommunication, cellular telephone and data exchange markets, Amphenol Corporation produces, assembles and sells products both to local markets and globally. The corporation's products are primarily applied to communication processing markets, including cable television, cellular telephone, data communication and information processing systems; aerospace, military electronics; automotive, rail, transportation as well as industrial applications.

Operating in discrete manufacturing mode, the bulk of orders are in small quantities but with different product lines required, often for fast delivery. Amphenol Fuyang was working with disparate systems that lacked the functional depth required by the different departments.

About Changzhou Amphenol Fuyang Communication Equipment Co., Ltd

Changzhou Amphenol Fuyang Communication Equipment Co., Ltd. (Amphenol Fuyang) established in 1996, is one of Amphenol's divisions in China, specializing in manufacturing, managing, researching and developing radio frequency coaxial connectors, jumper cables and related accessories used for wireless mobile base station such as connectors for mobile base station antenna, indoor HF connectors, and leaking connectors for metro application. The company's products sells globally, especially the 7/16, N type series connectors, which are very popular in the market.

“When Fuyang was only one hundred employees in 1999, we used an independent inventory system which seemed to work well for that function alone. By 2001-2002, our business increased sharply, adding many product lines and series to our complete offering. We decided to add a new system that had strong manufacturing capability,” says Yang Jianjin, Operation Manager, Amphenol Fuyang. However, the systems were working in isolation, real-time reporting was lacking, and they could not support the finance team. “For example, the financial system could not support standard cost,” says Jianjin.

In 2003, Fuyang was acquired by Amphenol Corporation and required to change their systems to meet corporate requirements. The new system was leading in global financial principles and standard rigorous process. “However, we found that as revenues tripled, and with more business data than ever, we couldn’t support our manufacturing requirements with the system supplied by corporate,” says Jianjin.

The corporate system was primarily a financial package with basic manufacturing capabilities. “The system was closed and could not scale as we grew, nor could we customize the software to support our requirements. It was a huge challenge for staff at all levels to work with the system to do their jobs,” says Jianjin.

A rigorous evaluation process

After 14 years and 3 different systems, Amphenol Fuyang went to the market again to see if any vendor could meet its requirements. It was a rigorous evaluation process where global and local ERP vendors were asked to participate in the tender process. “It was only by chance that we heard of IFS. After inviting them to the tender process, it was clear from the start that IFS was the standout ERP vendor who would meet all our requirements, from manufacturing, financial support, supply chain to the ability to easily customize the software for more specific requirements tailored for Amphenol Fuyang,” says Jianjin. “Furthermore, we knew that our third-party best-of-breed software for office automation (OA), product data management (PDM) and statistical process control (SPC) quality management would work hand-in-hand with IFS so that staff could work in one system, in real time and not duplicate information across different databases. Now the team can generate orders directly, saving time and increasing accuracy.”

Amphenol Fuyang was very impressed with how simple IFS is to use. “IFS Enterprise Explorer is very easy to use and has allowed us to save space on the shop floor by enabling staff to access IFS via tablets and mobile devices to execute their job,” says Jianjin. “By providing useful and easy-to-use interfaces, data can be freely exchanged and shared between different departments, ensuring higher collaboration and availability of real-time information.”

In addition to the rich functionality Amphenol Fuyang now enjoys with IFS, “we couldn’t praise the IFS team enough for their speedy implementation and roll-out between the different departments,” says Jianjin. IFS’ agile development methodology helped Amphenol Fuyang a lot.

Benefits

- Reduced labor workforce and increased operational output
- Improve business efficiency
- Streamlined enterprise information flow
- Accelerated lead time and inventory turnover by 30%

“It took us only one month to streamline our business processes and enhance the information flow between departments once we went live. That is a huge improvement compared with our previous systems. But most importantly, IFS is completely configurable and scalable to meet our demands now and in the future,” says Jianjin.

Software

IFS Financials™

IFS Distribution™

IFS Manufacturing™

“IFS is a scalable enterprise application system that has enhanced our business value, improved productivity, and reduced overhead costs. IFS has proven itself as a best-of-breed software that is visionary coupled with superior functionality that is easy to use. By investing in IFS, the return on investment has exceeded our expectations and has proven to be the right decision for our business.”

Yang Jianjin, Operation Manager, Changzhou Amphenol Fuyang Communication Equipment Co., Ltd

“The only ERP system on the market that meets and surpasses our requirements”

Since implementing IFS, Amphenol Fuyang has noticed sharp improvements in its overall productivity. “We have improved our inventory turnover by 30%, and shortened our lead time from when the client first books its order to delivery in one week (at most), whereas prior to IFS, it used to take us one month. Completion rate on all orders has increased from a previous 40% to 90% currently,” says Jianjin. “Furthermore, as a direct result of improving efficiencies in the manufacturing and supply chain, we have reduced our headcount, saving Amphenol Fuyang more money with fewer resources to manage current business requirements and future growth expectations.”

IFS has equipped Amphenol Fuyang to enhance its business value by enabling the team to make sound business decisions in real time and enhance its manufacturing operations. “In our company’s strategy, the vision is for IFS to play a more prominent role, contributing to the business far more intensively. The results speak for themselves regarding how happy we are with IFS,” says Jianjin.

Find out more

Further information, e-mail info@ifs.com, contact your local IFS office or visit our web site, ifs.com

