

M2S ELECTRONICS - STREAMLINING PROCUREMENT

Founded in 1981, M2S Electronics (M2S) is a global leader in the design and assembly of electromechanical and electronic integrated systems. Our savoir faire, particularly in Transport, Energy, HVAC, Automotive and Medical industries, allows us to provide our customers services based on two important words: Partnership and Value added.



We are located on three continents, with two plants in Quebec, Canada, combined with production capacity in China and the United Kingdom. The satisfaction of customers and the implementation of our Customer Experience program is part of everyday life.

Managing the quotation and purchasing aspect for electronic manufacturers is often a challenge filled with manual processes. The situation was no different for M2S. They used a combination of Microsoft Dynamics and Excel to manage the procurement process.

"Our customers were asking us to quote them faster. As the business was growing, it became more difficult to streamline the procurement processes," said Jacques Lepage, Director of Quality at M2S.

SUCCESS STORY



“We wanted to free up time to focus on the custom aspects of the BOMs. Also, we did not want to develop an in-house solution — not only can the development be expensive but it can become difficult to support,” said Jacques Lepage.

“Of all the quotation and purchasing tools we looked at, Optymo Essentials is the only one that provides a real-time interface with major industry suppliers,” stated Nicolas Pailhon, Director of Procurement at M2S.

“First off, we synchronize our inventory every night with Optymo so that it can leverage the parts we have on the shelves to optimize procurement,” said Jacques Lepage. “Optymo Essentials offers a documented API that our IT department used to interface with Dynamics, allowing us to automate our administrative processes.”

As important as fetching the operational information, the algorithms that ‘define’ a procurement strategy are equally as important. Once again, Optymo Essentials delivered — it is the only tool that accounts for the various sources, substitutes or equivalences and the different packages that are available for a specific part.

Optymo Essentials is now used to generate M2S quotes and to prepare purchase orders for suppliers. The software then interfaces with the ERP/MRP allowing for a seamless and efficient approach to the procurement process.

IN ACTION		
	BOM A	BOM B
Production in Units	16 000	5
Former Quote	\$ 11.73	\$ 1,458
Optymo Essentials Quote	\$ 11.40	\$ 1,140
Savings from Optymo	\$ 5 280	\$ 1 590

“We are now in a position to quote a customer within a day. With Optymo, we’ve significantly improved the M2S customer experience,” said Nicolas Pailhon.