



**communications**

Klein Associates, Inc.

## Customer

Founded in 1968, L-3 Klein is the world's leading supplier of side scan sonar equipment, integrated bridge systems, navigation products and waterside security and surveillance systems.

The company designs, manufactures and supports equipment that has a worldwide reputation as a standard of excellence in the industry. Klein Associates' customers include the U.S. Navy and other navies worldwide, as well as engineering survey companies, pipeline companies, oil companies, port authorities, geology survey organizations and hydrographic surveyors.

## Challenge

### ***No unified location to store product documentation***

Klein lacked a unified location to store defined masters for drawings and Bill of Materials (BOMs). Engineering and Manufacturing personnel kept their own copies of product documentation in various locations. Klein was also in need of an automated process for entering data into their Enterprise Resource Planning (ERP) system. Their current manual process was causing a major delay in reporting financials and scheduling work in manufacturing. The loading of data into their design tool was a major bottleneck as well, and it was not performed on a consistent basis.

With a reputation for developing the highest level of sonar systems already secure, Klein understood it could advance its product offerings even further and significantly reduce time-to-market by deploying a Product Lifecycle Management (PLM) system to automate their manual processes and centralize product data.

## Customer Goals

### ***Replace homegrown solution to eliminate inefficiencies***

Klein began a search for a PLM solution that would enable greater visibility into the entire development cycle, from idea and request for materials, to engineering and manufacturing. The solution would replace Klein's homegrown solution that relied heavily on Excel spreadsheets, e-mail and manual requests that resulted in inefficiencies in the development process.

## Automated Processes Help L3 Klein Associates Decrease Inventory Exercises by 50%

## Key Benefits

- Automate Manual Processes
  - **Inventory exercise time reduced by 50%**
  - Eliminated delays in reporting and scheduling
  - Improved data integrity
  - Unsurpassed efficiency levels
  - Better control over product data
- Streamlined Communication
  - Single location to store drawings and BOMs
  - Improved part selection process
  - Reduced product redundancies
  - All specified team members notified of most current product data
  - Ability to focus on product innovation
- Flexible Solution
  - Direct integration with engineering environment, **Cadence® OrCAD® Capture CIS**
  - Direct integration with ERP system, **Infor ERP VISUAL**
- Shortened time-to-market
- Unmatched customer support

### ***Klein System 5900: Multi-Beam Side Scan Sonar***



### **For More Information:**

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# CUSTOMER SUCCESS

The PLM solution would also have to integrate seamlessly with Klein's existing ERP system, **Infor ERP VISUAL**, as well as their engineering design environment, **OrCAD Capture CIS**.

"In our search for a PLM solution, Klein narrowed its choice down to two solutions, Omnify PLM and a competitive solution from Agile Software," stated Dennis Lowell, Engineering Services Manager for Klein Associates.

"Strong customer support was imperative in the decision-making process," continued Lowell. "We chose to deploy Omnify PLM because the team was entirely committed to helping us become a progressive company by establishing visibility into our entire product development cycle."

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**-Dennis Lowell, Program Manager, L3 Klein Associates, Inc.**

## **Omnify Solution**

**Full functionality, affordable cost and easy to use**

"The application met all of our requirements for functionality, cost and ease-of-use and the team's commitment to client service is unmatched," stated Lowell.

Omnify provided a structured process for automatically loading data into VISUAL. This ensured automatic entry and extraction of information, freeing Klein employees to focus on product innovation rather than the manual entry of product release information. In addition, this eliminated the delays in reporting and scheduling they were experiencing with their manual process. Data integrity has increased substantially at Klein. All defined personnel now automatically receive updates to the specifications included in the latest product version via Omnify.

Omnify's open technology platform also provided seamless, bi-directional integration with OrCAD Capture CIS. "We were able to take control of the BOMs and design drawings and our company has faith in the data that never existed before," said Lowell. "Automating this process through the interface between Omnify and Cadence OrCAD PCB design technologies has resulted in efficiency levels never seen at this company." This integration has helped Klein streamline their part selection process as well, which has resulted in better design and dispositioning decisions made by engineering.

## **Return on Investment**

**50% decrease in cycle times**

With Omnify PLM, Klein is able to easily maintain its status of delivering the highest quality sonar systems to the market. Omnify facilitates the ability for Klein to focus on product innovations, reduce work and product redundancies, and decrease time-to-market.

By automating their work processes, Klein has also realized a 50% decrease in cycle times. "Inventory exercises that took 2-3 weeks are now being completed in a single week," confirmed Lowell.