

# QueBIT®

Formerly Applied Analytix, Inc.

CUSTOMER SUCCESS STORY  
Industrial Manufacturing

## Spartanburg Steel Products, Inc.

Taming the Data Monster

Founded in 1962, Spartanburg Steel Products, Inc. continues to forge ahead as the major supplier of metal stampings and welded sub-assemblies for the automotive, lawn & garden and heavy truck industries. Spartanburg annually stamps over 30 million parts, and processes over 100,000 tons of steel in South Carolina, with a workforce of over 600 employees.

### Addressing the Problem

Spartanburg had no shortage of data. Their ERP platform provided them with labor, inventory, and BOM data for production. Spartanburg was even able to get live updates from the factory floor. However, leveraging all of this information was a huge challenge. The Finance team needed a platform that allowed them seamless access to this information, with the ability to provide better reporting and analysis of their operations.

Now, with IBM Cognos TM1, the team is able to:

- Analyze financial information, comparing budget to actual
- Build a detailed manufacturing forecast with BOM derived from a high-level sales forecast
- Create a direct labor forecast leveraging production goals
- Analyze production data at any level of detail to better understand their business

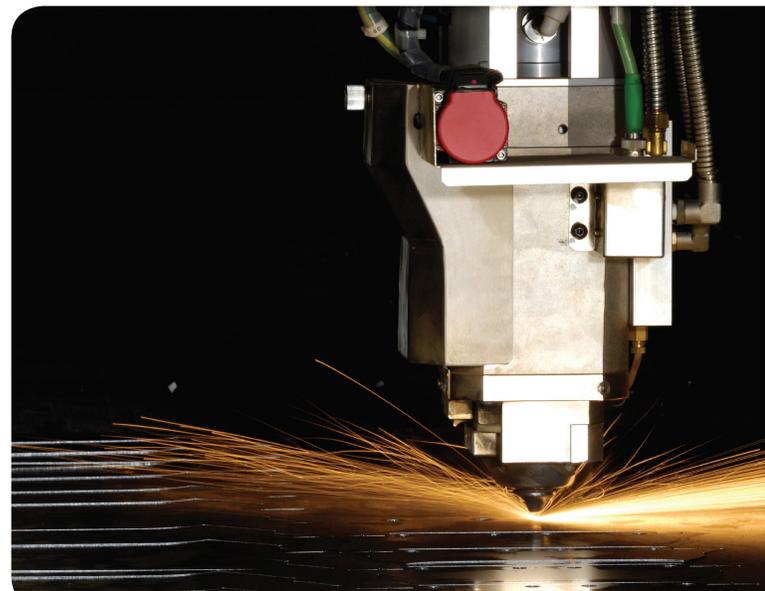
### Why IBM Cognos TM1?

IBM Cognos TM1 encompasses reporting, analysis, forecasting, and modeling in a single platform. Says Adrienne Gosnell, Accounting Manager, "TM1 is a very flexible application that can be driven by the Finance team and also gives the department managers enough information to manage their environment." Spartanburg already had a

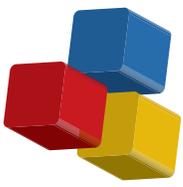


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— Adrienne Gosnell, Accounting Manager



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Cognos Reporting system in place with Report Studio—now the production and financial data is available as an additional source for their growing dashboarding needs. TM1’s tight integration with Excel gives the Finance team the ability to perform ad-hoc analysis on all of their data, going far beyond the analysis capabilities of an ERP system. Reporting is just the beginning: TM1’s modeling capability allows Spartanburg to build complex forecasting models directly in the system. Such sophisticated modeling would be prohibitive in a spreadsheet environment.

### The Implementation

Not only did IBM Cognos TM1 cut out time-consuming and error-prone rekeying of data, but the new forecasting model allowed Spartanburg to integrate their production details directly into the forecast process, improving the accuracy of their plan. For example, plant managers are now able to review their forecasted labor costs by production line, reviewing such key factors as the mix of employee and contract labor, and regular vs. overtime hours. Evaluating the impact of these drivers allows the plant managers to see the financial impact of operational decisions. Nuances such as intercompany sales and inventory tracking were also addressed to cover areas that had previously been difficult to analyze and track. “We find that the more we use it, the better it gets,” says Jason Cheshire, Operations Controller.

### ABOUT QueBIT Consulting

Since 2002, QueBIT has been driven to help organizations to improve their ability to make intelligent decisions that create value. Astute decision makers learn from the past in order to manage the present, predict the future and take prescriptive actions. This is why we’re resolute in our commitment to excellence in business analytics strategy and implementation.

### QueBIT Delivers Results

The Spartanburg team found that working with QueBIT “was like night and day” compared to working with other systems-based consulting firms. QueBIT’s strong business background meant that communication on project goals and financial calculations was quick and painless. “There was very little we had to explain to the QueBIT team. They knew what we were talking about,” said Cheshire. The team’s clear sense of expertise with both the application and financial concepts smoothed the way for a successful implementation. Spartanburg appreciated the fact that the project timeline and goals were mapped out and tracked from the beginning, helping ensure that the end product matched expectations.

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### ABOUT SPARTANBURG STEEL PRODUCTS, INC.

Spartanburg was founded to design, develop, engineer and manufacture high quality metal stampings and welded sub-assemblies for several important industries. Over the past 50 years, they have become the full-service supplier of choice, with a commitment to continuously improving quality, customer satisfaction, cost and delivery. At Spartanburg, the motto is, “More Than Parts, We’re Partners.”

For more information about our services, please call us at 1-800-QUEBIT1 or email [contact@quebit.com](mailto:contact@quebit.com)