

Achieving ROI in Under 12 Months



## Company Facts

### Overview

- »Location: Albuquerque, NM
- »Industry: Manufacturer of transportation technologies
- »Website: TransCore.com

## Success Highlights

### Challenges

- »Reducing corporate costs and increasing efficiency through upgrading current software solution
- »Seeking flexibility to expand their business

### Solution

- »Visibility ERP

### Benefits

- »Full ROI within 12 months of implementation
- »Eliminated add-on applications and work arounds
- »Improved processes enterprise wide reducing costs, increasing profits, and improving productivity



“We were pleased to confirm that the ROI was less than 12 months with Visibility.” *Dennis Wilson, Director of Finance*

If you’ve ever been through an electronic toll system on the highway or driven past a parking gate, then you’ve experienced TransCore’s technology in action. TransCore, based in Albuquerque, New Mexico, is the largest global manufacturer of transportation based Radio Frequency Identification (RFID). A pioneer in RFID systems, TransCore developed the industry’s first transportation applications at Los Alamos National Labs in the 1980s. Today, its RFID systems secure access for tolling facilities, airports, hospitals, parking garages, border patrols, trucking fleets, and the rail industry. They’ve designed, developed, and shipped more than 96.2 million RFID tags and over 101,000 readers.

### Seeking a solution with a quantifiable ROI

TransCore successfully implemented Visibility ERP as an on premise installation in 2008. The core project team at TransCore felt that Visibility ERP would provide enhancements and efficiencies enabling highly scalable growth and low total cost of ownership. Senior management at TransCore insisted that if a move to a new system were made, the driving force and goal must be tangible financial benefits and a clear ROI rather than simply functional improvements.

Dennis Wilson, Director of Finance and the project leader explained, “the approval of this project was based on several criteria, not the least of which is the expected financial return. The initial expectation was that the annual cost of manufacturing operations will be reduced by no less than 1% by lowering our on-hand inventory requirements.”

TransCore's decision to move to Visibility ERP was based on a number of detailed objectives identified in their comprehensive ROI analysis, which Visibility assisted TransCore with.

It was important to TransCore to move to a system that utilized the latest web based Windows technology. Flexibility in their ERP solution was also essential as TransCore anticipated it's business would change over the years and required a solution that could accommodate such changes and growth.

TransCore found the flexibility of Visibility ERP appealing as not only was it a solution designed to be compliant with Sarbanes-Oxley, but it also incorporated workflow and document management capabilities that allowed TransCore to eliminate add-on applications and work arounds that had been in place for years. Visibility ERP helped TransCore far exceed performance targets.

### Getting quantifiable results - 1-2% savings and a 12 month ROI

The TransCore sales team experienced improvements in customer service by improving their accuracy and efficiency in generating quotes, orders, and configurations while also more accurately capturing costs to ensure that target margins and profits are achieved.

The finance and accounting team saved time and resources with automated matching functionality and improved collections. Progress billing capabilities with automated invoicing also dramatically reduced the manual tasks needed to be tracked and performed by the accounting team.

Engineering saw improved productivity by taking advantage of Visibility ERP's engineering control features. Purchasing saw costs reduced and processes streamlined after implementing Visibility ERP. The use of pegging information helped improve inventory usage and identify potential overstock scenarios well in advance.

Scheduling tools provided better visibility into capacity constraints and allowed for changes to be made to ensure optimal efficiency on the shop floor.

Other benefits included reduction in debt, reduction in inventory, reduction in OS, database, and third party tools, reduction in server and desktop hardware costs, reduction in obsolete inventory write-offs, elimination of invoicing float, and setup cost savings by eliminating expediting.

Ultimately, Visibility ERP helped TransCore achieve an ROI in under 12 months and achieve its goal of reducing costs by 1-2% annually. Further financial and engineering efficiency improvements should account for an additional 0.25% in annual cost savings.

TransCore is on Visibility ERP's latest version and continues to experience success and expand its use of our offerings including Business Intelligence, Customer Server, Bill of Materials Import Utility, and Price Book Import Utility.

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## About Visibility

Visibility Corporation is a solutions company working towards the singular goal of enabling our manufacturing customers to achieve operational excellence. We provide a modern, flexible, fully integrated enterprise resource planning solution designed specifically for manufacturers of complex products. Our more than 30 years of experience with our customers' unique requirements in the manufacturing industry are built into our Visibility ERP solution. We develop, implement, and support Visibility ERP ourselves, eliminating 3rd parties. We embrace and excel at customizations because we believe your ERP solution should work for your business, not the other way around. As a family owned and operated business, we treat our customers as a part of our family. With a deep understanding of the manufacturing industry, Visibility ERP provides manufacturers with visibility into their business operations, allowing for enhanced performance and increased profits. It's a simple solution for complex manufacturers. For more information, [connect with Visibility](#) or visit [www.visibility.com](http://www.visibility.com).



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[sales@visibility.com](mailto:sales@visibility.com)