



An Australian Government Initiative



Shaping Business, Transforming Industry

Success Story

ORANGE PRECISION METALCRAFT

Orange NSW 2800

Enterprise Connect helps Orange Precision Metalcraft get to the next level.

The Background

Orange Precision Metalcraft (OPM) was founded in 1974 as a small fabrication facility serving the local industrial and building industries close to their home base in Orange in Central Western NSW.

The company is now owned and operated by former apprentice, Mark Thompson, who has progressively developed OPM into a diversified manufacturer active across several states in mining, agriculture and construction.

As part of this diversification, Mark launched a new division called OPM Enviro to take advantage of the continuing strength of the water and wastewater industries and to tap into emerging environmental and alternative energy markets.

Mark heard about Enterprise Connect and decided his company could benefit from a third-party health check through a Business Review conducted by one of Enterprise Connect's highly qualified Business Advisers. "Before we got involved with Enterprise Connect we thought we were doing OK, our business was coping with the downturn and our structure and systems, in place for many years, were serving us well. Or so we thought", said Mark.

The Business Review measured OPM's business structure and operating systems against industry best practice at no cost to the firm, and provided a report detailing where their structure and systems could be improved and rationalised.



Lint Slide that Orange Precision built for Queensland cotton in Wee Waa

The Outcome

The result was an eye opener for Mark and his team. "We didn't realise it but our paper based system of workflow monitoring was a major bottleneck in our process. Enterprise Connect recommended that we investigate computerising the flow of work, from initial enquiries through to project completion, including how we allocate work to staff, track projects, handle suppliers, and monitor financial performance".

"With the help of Enterprise Connect, OPM has made some significant improvements and with the implementation of the business management system, we are well on track to meeting our goal," said Mark.

The matched Tailored Advisory Service funding provided by Enterprise Connect enabled the implementation of a new system which delivered the work flow management solution OPM were looking for.

Over the course of several months the system was implemented and the results immediately became obvious. "The software tracked workflow on a project by project basis, so that it was quickly apparent where our costs were blowing out and where various improvements in the manufacturing plant needed to be made", said Mark.

For Further Information

Call Enterprise Connect on **131 791** or visit **www.enterpriseconnect.gov.au**