

MIE Solutions Presenting at FABTECH International In Chicago November 15th-18th, 2009

By MIE Solutions, Inc.

Dated: Oct 15, 2009

President David Ferguson and Vice President Don Clutter from MIE Solutions will be presenting two educational seminars at FABTECH International in Chicago November 15th - 18th, 2009 - Automating Supplier Relationships and Made To Order Estimating

David Ferguson along with Don Clutter will be speaking at FABTECH International In Chicago in November 2009. MIE Solutions is a leading provider of production control software for the entire manufacturing sector include ERP/MRP, Document Management and an Supply Chain Procurement software called MIE Exchange.

Automating Supplier Relationship Management, Monday, November 16th 8:00 a.m. – 10:00 a.m.

This session will take a look at the historical aspects of supplier relationships from the fax machine and emails to online b2b portals. Attendees will see how the software tools of today can enhance existing processes of fax, email and spreadsheets. Managing request for quotes in a Make To Order (MTO) and Engineer To Order (ETO) environment with suppliers is a time consuming task. Learn how to effectively managing this process through supplier relationship management tools that can provide a way to cut costs and provide more timely information. The basics of estimating made to order parts and how software can streamline your RFQ process and provide prompt and accurate responses back to the buyer will be covered. Lastly the management of online orders to streamline the order taking process will be discussed.

- Effectively manage your supply chain
- Streamline the request for quotes (RFQ) process
- Manage engineering documents

Estimating - Made to Order Manufacturing, Monday, November 16th 1:30 p.m. – 3:30 p.m.

The focus of this session will be on estimating in the made to order manufacturing shop. The presenter will discuss the quoting process beginning with RFQ Management, estimating and response through the awarding of the purchase order. Learn the aspects of estimating raw material costs, hardware costs, outsourced costs and operation time. Operation time estimates include different methods from straight run time per part estimating to advanced formulas. Lastly, the process of quoting large assemblies and managing the quote process to make estimating consistent and repeatable will be covered.

- RFQ management
- Material estimating
- Operation time estimates with formulas
- Large assembly estimating

David Ferguson has over 20 years of experience in the manufacturing and fabrication industry. David Ferguson has been to over 100 manufacturing companies helping and guiding them to be more efficient and cost effective.

Don Clutter has over 34 years of experience in finance and management in the manufacturing arena. Don

worked for Stokely Van Camp, CE Beaumont (a division of Combustion Engineering), was Controller of Houston Processors, was Corporate Controller of All American Gourmet (a \$700 million division of Kraft Foods), was CFO of VSI Fasteners, and has been with Metalsoft since April 1996 as a Consultant / Product Manager for the MIETrak software

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<http://www.mie-solutions.com>

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MIE Solutions is the leading provider of production control software for the entire manufacturing sector. Incorporating MRP, ERP, Scheduling, Shop floor data capture, Barcoding, Job Costing, Quoting and Estimating.

Category	Accounting, Manufacturing, Software
Tags	quoting, estimating, erp, mrp, job shop, B2B, supplier management, rfq, rfp, costing, inventory, material management
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