An iconic case

Since 2001, Cometal from Cuneo uses the FP SUITE solution proposed by Emmegisoft successfully. From this, come big organising, efficiency, quality and customer service upsides. By Alberto Schoenstein

In the world of window frames, there is the constant request made by specialized companies of complete software solutions that can cover all the production areas of a factory. Cometal, originally from Monesiglio (CN), which makes Pvc, aluminium, alu-wood frames and aluminium blinds, is, in this sector, the excellence. It owns a long-going work towards the development of informatics solutions thought towards the creation of a more digitalised working experience. It features a major attention for making the whole production process more digital, by integrating all the process' steps: technical, commercial and production. In order to do this, Cometal chose the Emmegisoft software.

To the day, it has adopted FP PRO, the main FP SUITE software that features the vital functions for every window frame company: from the design, orders' definition and calculations, purchase management, to the making of the workshops working schedule and CE marking management.

Since 2007, Cometal also uses FP DEALER, the program linked to FP PRO used to work on quotes and orders based on set pricing lists: FP GEST, window frames' specific FP PRO and FP DEALER. This allows for organising the whole production process of the factory.

For each one of the resources, a proper calendar is set in order to make sure the tasks and orders are completed in time, staying within the excellence and organization criteria. In addition to that, the FP Workshop (the added module to the FP PRO), is always there to support the workers and scan the production datas. Cometal is an example of excellence in the use of specific software in the window frames' world.

We interviewed Maurizio Salvatori, in charge of the Information technology in Cometal srl. He showed us the different use of softwares in the factory: "Thanks to the informatization of the whole production line, we can use these technologies in every single one of the areas of the factory. This is a great advantage for Cometal: high quality of the product and competitive approach to the market by deleting all the downtime. Once this is done, each phase of our process gets optimised, allowing for the best quality and service".

SOME ADVANTAGES OF THE FP SUITE SOFTWARE

• The sales team can create a complete offer without having to ask information to the technical department

• The sales team can work while constantly being updated regarding choices and prices

• One only tool for designing aluminium, au-wood and PVC frames

• "open" tool that leaves room for easily customising archives and technical solutions

• Easy access to detail regarding orders and state of the production process

• Saving on production time and cost

There is a long-running relationship between you and Emmegisoft / Emmegi: why did you choose these partners and which solutions are you adopting at the moment?

"We use Emmegisoft softwares in all areas and we have a great deal of Emmegi machines in the Pvc and Aluminium frame sector. Thanks to the software, we can improve the flow and the timing. FP SUITE is a unique tool we use for designing aluminium, alu-wood and Pvc frames. It is quite "open" and it allows us to customise datas in archive and technical solutions quite easily. Furthermore, we can easily design non-standard products for particular needs of our customers. Thanks to FP SUITE we made production more efficient raising the quality of the products. This result is key for a positive image of the Cometal brand.

What are the advantages of having full control of the supply chain for a company? Are you planning on making further steps towards a more integrated software system like digitalising the sale process?

"Up to now the advantages are mainly bound to us being able to give our sellers a platform where to properly operate with quotes. All the news regarding products are immediately available when placing any order. We have many retailers, constantly growing and spread around a wide area: Piedmont, Liguria, Lombardy but also France. Cometal works a lot on word of mouth and quality of the products. To the day, we have FP DEALER CLIENT but we are working on moving to VIEW, the new solution for the creation of a true virtual showroom by Voilàp". "This is why we not only believe in the Emmegi machines, but also in softwares that can make the most out of that potential. And this is not all: thanks to this whole digital system, we can keep stockings and orders under control.

For example knowing the availability of an item, the value we have in stock, or a completed order. We are able to provide our customers with proper delivery times, based on our planning, evaluating the work loads before informing the clients and then checking for the progress of the orders so to save on time and cost of production.

How was the learning curve of your software team and how do you find the Emmegisoft service assistance?

Training has taken and takes place exactly when the system is installed and coordinated by me with great results, given the brilliant relationship with Emmegisoft: they are a group of professionals, always available with whom working is easy, fast and reliable.".

Emmegisoft is a company of the Cifin Group, world leader in designing and manufacturing of aluminium, Pvc, steel and glass frames' production systems. A Software house targeted to all the activities related to the production line of aluminium, all-wood, Pvc, iron frames and curtain walls. (www.emmegisoft.com)