

Lakeside Equipment Corporation

Lakeside Equipment Corporation is a Bartlett, Illinois-based engineering and manufacturing enterprise.

Since 1928, they have strived to improve the quality of water resources by engineering, developing and providing water purification systems to municipalities and companies throughout North America.

Apart from serving customers in North America, they also help global customers purify their water supplies.

Lakeside's strong and unwavering commitment to providing high-quality products and services to their customers sets them apart from their competitors.

Location: Bartlett, IL
www.lakeside-equipment.com



CASE STUDY



Key Challenges Faced

Lakeside Equipment Corporation wanted to grow its enterprise by being capable of producing exceptional products in an effective and efficient environment. The idea of an ERP system had been considered for many years but never acted upon.

In recent years, they added 3 to 4 new product lines and achieved much of the kind of growth they had hoped for. However, they achieved it using manual operating methods, using templates that would be modified whenever they got a new job. It worked, but was prone to human errors and was not easily adapted or improved upon.

Lakeside faced the same issue when it came to drawings. Employing AutoCAD and 3D software allowed Lakeside the opportunity to move into a more automated process but the programs were not connected to each other. Designers had to manually create and update each drawing that was created, thereby consuming immense time and manpower.

The quality of the end product was top notch, but the amount of time consumed by the way information was processed was taking a toll, so it became imperative to choose an ERP system.

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The Reason to Choose OmegaCube ERP

Lakeside Equipment Corporation chose OmegaCube as they wanted a customizable ERP that fit their requirements. One of the other reasons for choosing OmegaCube was that both companies are based out of the Chicago area so whenever Lakeside Equipment would need any help, OmegaCube was close by.

Lakeside was already using a FoxPro database and they had all their data in it. Due to this, many other ERP vendors were reluctant to work with them. However, OmegaCube assured Lakeside that successful data transfer from FoxPro to OmegaCube ERP was possible.

When all the data was transferred from FoxPro to OmegaCube ERP, there were a lot of duplicates but with the help of OmegaCube, Lakeside was able to clean the data and tailor it to their needs. So, besides offering assistance to migrate and clean the data, OmegaCube also helped Lakeside to trim the data down to useful information.



Implementation Experience

For any company, the implementation of a new ERP system is daunting. Many moving parts must come together perfectly to create a system that works for the entire company. Lakeside had four very diverse departments, each of which worked very differently, so bringing in just one system to conform to all four departments had its challenges.

The Parts Department tackled the system first. Within six months, the ERP system began to take shape and the other departments could visualize how the system could be molded to support their needs as well. The Parts Department worked with OmegaCube from April to September, and then the Engineering Department joined the process in September, and finished by the end of that year.

The Sales team was brought on board in February of the following year and the efficiency and reality of the ERP system finally came to life by March of 2020. Then life took on a new reality, thanks to COVID-19 pandemic. That was when OmegaCube ERP really showed how efficiently Lakeside could function as a whole.

The employees were able to effectively work from home using the mobility functions of OmegaCube ERP, continuing to communicate with customers, vendors and most importantly each other, something that could not have been achieved without the implementation of OmegaCube ERP.

Everyone within Lakeside from sales to engineering to the purchasing team worked remotely for the first year and were able to operate efficiently, thanks to OmegaCube ERP.



Improvements after OmegaCube ERP

Streamlined Communication with Outside Vendors

Post implementing OmegaCube ERP, they have streamlined communication with outside vendors. They have specific codes for part numbers and if there's a particular code mentioned, then it has to go to a subcontractor. Initially, they had 10-12 codes to communicate with outside vendors which they cut down to 8-9. They are currently in the process of simplifying it further with OmegaCube.



"This was March 2020 and then COVID-19 hit. If we were still using the old FoxPro system and the manual way of operating, I don't think we could have had everybody go home and work remotely. With OmegaCube ERP, we were able to work remotely and still operate during the pandemic.

Even though we just completed setting up our initial ERP system, our employees were able to run with it while working remotely and that ended up working out great. The system operated efficiently for sales, engineering, and purchasing. I don't think we could have done that with the old FoxPro system as we did with OmegaCube ERP.

So the timing of implementing OmegaCube ERP was perfect."

Dan Widdel
Vice President,
Lakeside Equipment

Improvement in Scheduling Efficiency

Lakeside has improved its scheduling efficiency by releasing a job to the fabricator within 3-4 weeks after the engineering team has released the job for purchasing as compared to 6-9 weeks prior to OmegaCube ERP. Lakeside is continuing to work on improving its scheduling efficiency, striving to release stock equipment within 3-4 days.

Improved Efficiency and Reduced Manpower in Parts and Engineering Department

By implementing OmegaCube ERP, Lakeside's employees have had the opportunity to work with a product that has truly upped their game. Effective training and ease of use has created an opportunity to reduce the number of man hours required for certain tasks, thus allowing employees the opportunity to cross train in other departments, boosting efficiency across the entire company.

Improvement in Financial Reporting Efficiency

Lakeside has seen almost 100% improvement in daily accounting and invoicing operations because of real-time data updates.



"When we spoke to our accounting department, they indicated that there has been almost 100% improvement in daily operations because everything is real-time and instantaneous. We are basically light years ahead of what we used to do manually. With OmegaCube ERP, we actually get accurate data of estimated vs. actual costs after a project is complete right at our fingertips."

Dan Widdel

Automated Quote Preparation

Prior to OmegaCube, Lakeside's parts department would store approximate costs in FoxPro. Based on the costs, they would generate a costing sheet and prepare a quote before sending it out.

With OmegaCube ERP, all that has been eliminated. With all the data already within the ERP system, Lakeside automatically generates a quote and sends it to their customer within minutes. This is a huge time and cost saving for the parts department.

Improvement in BOM Efficiency

With OmegaCube ERP, Lakeside is able to generate BOMs automatically which saves a lot of time, costs and manpower.



"With OmegaCube ERP's Product configurator tool, we have implemented two products right now with standardized BOMs, that go directly to the engineering designer who can then release the job within a couple of days."

Ashok Shah PE

Chief Engineer and Production Manager, Lakeside Equipment Corporation

OmegaCube ERP's Mobility Features

The Service Department was essentially the last department to explore the opportunities available in OmegaCube ERP. When OmegaCube mentioned the mobility features and capabilities of OmegaCube ERP, Lakeside Equipment was excited, as this would open a door they had been wanting to explore, in the form of offering a periodic maintenance program to their customers. With OmegaCube ERP's mobility features, they would have the bandwidth and user-friendly technology available to fulfill this opportunity successfully for their customers.



We know where we are and we know that the future looks bright with OmegaCube right now."

Ashok Shah PE

Improvement in Capacity Utilization

With OmegaCube ERP, Lakeside's proficiency in processing sales, from order entry to production has increased significantly.



Plans with OmegaCube ERP for Enterprise Growth

Lakeside is currently in the process of implementing the service management module as well as developing departmental dashboards that easily identify areas of required action as well as areas of growth.

Internally for sales, Lakeside has some excel sheets that they use for costing purposes and they want to convert these into different formats so that OmegaCube ERP can use that data and automatically create sales quotes. These excel sheets are still very useful tools that they would like to see incorporated into their OmegaCube programming. This will not be an issue as OmegaCube has done similar activities for Lakeside in the past. They are willing and help create essential content that will evolve the ERP as Lakeside continues to grow.



"I would say working with OmegaCube has been really beneficial for Lakeside Equipment. OmegaCube's specialists really listen and create content that addresses everyday challenges and needs. And that's very special."

Dan Widdel



Recommending OmegaCube ERP to Peers

"Yes, we will definitely recommend OmegaCube ERP." - Ashok Shah PE

