

Customer Success Story

- Process Improvement Analysis
- Autodesk Inventor® & Autodesk Vault® Implementation and training
- CAD Standards Development
- CAD Club Training

Giffin has seen a 25% increase in productivity echoed with a 10-20% savings in time per project.

GIFFIN

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Achieving Success through Strategic Solutions

Giffin, Inc. partnered with Advanced Solutions, Inc. to implement business process solutions through Autodesk® software, training, and development.



Giffin factory facilities - Giffin USA, Auburn Hills, MI

Company Overview

Established in 1980, Giffin is a design-build firm, focused primarily on automotive and aerospace metal finishing projects.

Continued growth brought Giffin to Auburn Hills, Michigan in 2010, with a relocation to a 125,000 sq. ft. facility. Within the facility, approximately 100,000 sq. ft. is used for high bay manufacturing, complete with automated production and handling equipment. The facility has allowed Giffin to continue to lead the industry in the design, manufacturing and installation of a wide variety of engineered process solutions.

Business Goals & Objectives

The biggest challenge Giffin faced was meeting the needs of customers with short schedules and tight budgets. “The customers expect us to come up with innovative design, add value, at the same time cut costs, and their schedules are

pretty demanding,” shared Warren Myers, Director of Engineering and Design at Giffin.

Giffin knew they could increase efficiency, to shorten manufacturing timelines for their products, by implementing new software and workflows. They also knew moving into 3D design was the wave of the future, with many of their competitors already adopting 3D design methods. Giffin approached Advanced Solutions, after discussing the need for a dependable and knowledgeable Autodesk partner, who could bring them to a new level of productivity. Giffin was looking to meet specific business goals. They desired a more efficient method to capture metrics to assist with cost and material estimating, and capture overbuilds throughout the design-build process. These capabilities were important, due to the status of a project being gauged by the weight and amount of material used in each design.

They were interested in implementing internal CAD standards to streamline commonality among design files, as well

as have access to project data, track project milestones, facilitate design reviews, and ensure each project was on target in the correct timeline. Overall, Giffin wanted to develop a solid process to continuously improve competitive advantage by decreasing completion times for engineering projects.

Business Solutions

Advanced Solutions started by performing an intense Process Improvement Analysis, enabling them to take a “deep dive” into Giffin’s current design-build process. Advanced Solutions wanted to understand what processes Giffin currently had in place, to evaluate their needs and offer the best Autodesk software and supporting services for a customized solution. “That was key to us because we needed their experience, their expertise, in explaining what software to use versus us just going out, and picking one, and hoping for the best,” shared Giffin Design Manager, Jeff Makarewicz.

Once the data collection was complete, Advanced Solutions recommended Giffin move forward with the existing multi-design software structure, as they evolved into a more efficient Autodesk® Inventor and Autodesk® Vault Professional design structure within a two month time span. Along with the software structure re-design, Advanced Solutions suggested the need for extensive training, utilizing their CAD Club training membership program. This would allow Giffin to have access to unlimited training throughout the year for each designated user. Once these key individuals were properly trained, they could then train the last 10% of the staff with a hands-on, in-house experience. Using their own highly educated professionals, in this way, enabled Giffin to keep training costs low across the organization.



Training Session - Giffin USA, Auburn Hills, MI



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Advanced Solutions recommended implementation and training to be completed in phases:

Phase 1: Autodesk Inventor Software Training

Phase 2: Vault Professional Software Installation and Configuration

Phase 3: CAD Standards Development

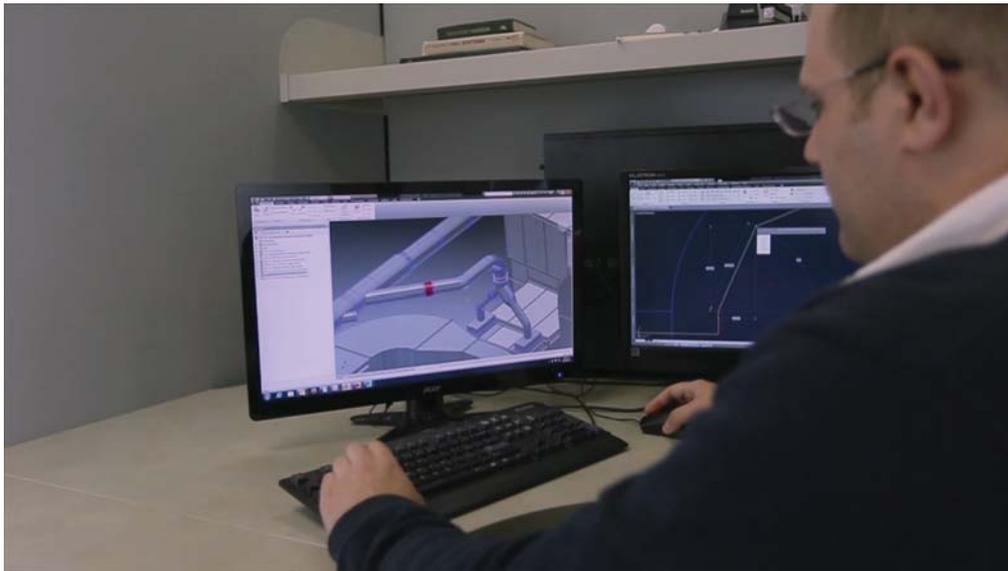
Phase 4: Vault Professional Workflow Development

Phase 5: End User Training for Vault Professional Workflows

Phase 6: On Going Mentoring



Collaboration Session - Giffin USA, Auburn Hills, MI



Inventor Model - Giffin USA, Auburn Hills, MI

Paul Cetnar, Advanced Solutions' Mechanical Engineer and Process Improvement Specialist, was brought on board to work with the team at Giffin, overseeing the Process Improvement implementation with installation and configuration of the Autodesk® software, CAD standards development, workflow development, training, and continued mentoring.

Results, Benefits, and Final Thoughts

Upon embarking on the partnership with Advanced Solutions, Giffin knew they had made the right decision. Advanced Solutions exceeded Giffin's expectations by taking the time to understand their current process, while

developing an effective plan to eradicate current inefficiencies by giving them the right tools and methods, at the right time. Since implementing all phases and changes suggested through the Process Improvement Analysis, Giffin has seen a 25% increase in productivity echoed with a 10-20% savings in time per project. Richard Giffin, Giffin Sales and Marketing, reflected on his experience by adding, "Giffin is able to provide its customer base with exactly what they want and exactly what is required in a much more efficient and timely manner with the flexibility and utilization of the Autodesk and Advanced Solutions 3D software." Warren Myers went on to say, "Autodesk and Advanced Solutions definitely contributed to where we are, today!"