



Helping subcontract precision engineers streamline their entire production process

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PSL DATATRACK POWERS GROWTH AT SPRINGFORT PRECISION ENGINEERING

Springfort Precision Engineering Ltd has made the strategic decision to invest in PSL Datatrack production control software to streamline quoting, scheduling and inventory management – all areas that were previously consuming significant amounts of time at the Portadown-based subcontract precision engineering company.



Springfort has built a strong reputation for excellence in precision engineering since its incorporation in 2018. With AS9100 and ISO 9001 accreditations, the business is a trusted supplier in the aerospace sector while also taking on a variety of subcontract machining work. As it grew, however, inefficiencies in administrative processes and stock management became increasingly difficult to manage.

“We were spending far too much time on quoting, administration and general paperwork. Managing our expanding list of part numbers and keeping track of raw material stock was becoming a logistical nightmare. We knew we needed a better solution,” explains Graeme McCoy, co-owner of Springfort.

Like many growing subcontractors, Springfort initially relied on Excel for quoting and Xero for financial management. While this setup worked in the early days, it quickly became clear that a more integrated production control system was required to improve efficiency, eliminate manual processes and ultimately inspire growth.

Springfort first discovered PSL Datatrack through a number of technical discussion and client testimonial videos, available online. Impressed by its industry-specific features, the company reached out for a personalised demonstration.

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"The sales process was great," Graeme comments. "The PSL Datatrack team were patient with us while we worked out our own requirements. There was no pressure, just a clear explanation of how the system could help us."

After seeing how the software could resolve its quoting, scheduling and inventory-related pain points, Springfort took the decision to invest in PSL Datatrack. The system's modular structure, which enables users to start with core modules and seamlessly integrate optional modules as their requirements evolve, meant that Springfort could tailor a package to suit its unique business needs at the outset.

Training was conducted at Springfort's pace, with an agreed installation date followed by immediate hands-on training. "The implementation and training process was very slick and professional, and always arranged at a time that suited us. We also have a maintenance and support contract with PSL, meaning we have access to the latest updates and can get help whenever we need it," Graeme continues.

"We simply wanted to stop wasting time on Excel and make things quicker and more streamlined, enabling us to grow the business," adds Graeme. "From the point of installation, PSL Datatrack delivered tangible benefits."

By moving away from spreadsheets, Springfort gained complete control over its entire production process which not only simplified audits and accreditations but also ensured that information was instantly accessible and reusable across different areas.

The next crucial benefit has been the improvement in Springfort's quoting process. "We are now able to quote so much quicker and ensure that all costs are covered. We would never go back to our old, manual Excel-based method," Graeme confirms.

With PSL Datatrack, quotations are now managed systematically, ensuring accuracy and reducing the risk

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of under-pricing. Once a quote is accepted, a works order is raised with automatic data retrieval, eliminating duplication and streamlining the entire administrative workflow.

“The Works Orders module has been a game-changer. It gives us a clear, organised overview of our orders, allowing us to forecast workload and resource needs while identifying potential bottlenecks before they become an issue,” explains Graeme.

Another huge advantage has been the ability to issue invoices more promptly, directly supporting the company’s financial targets and improving overall profitability. “With all necessary data stored in the system and reused wherever possible, we are far more efficient. PSL Datatrack has transformed how we operate,” says Graeme.

Access to real-time business insights through PSL Datatrack’s Management Statistics Screen has also been a revelation. “This is effectively a dashboard displaying 57 key performance indicators (KPIs) in one place. We can instantly see an overview of different areas of our business and drill down into the supporting data with a single click on any number,” comments Graeme. This has eliminated the need for manual reports and provided management with instant visibility into performance metrics, further enhancing decision-making.

Since implementing PSL Datatrack, Springfort has continued to expand, adding additional modules, custom reports and user licences to increase software accessibility for staff. The system’s flexibility has allowed them to scale efficiently.

“We have recently extended our system to include the Sequential Scheduler, Gauge Calibration, Non Conformance and Purchase Invoicing modules. Each of these will add even more value to the business and help us stay ahead,” says Graeme.

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Looking ahead, Springfort Precision Engineering Ltd remains committed to improving processes, consolidating data into one cohesive system and driving productivity and profitability. PSL Datatrack has played a key role in this journey, ensuring that the company has the software tools required to grow with confidence.

Graeme concludes: "With excellent customer support, PSL Datatrack ensures smooth operations and continuous improvement. We would highly recommend it for any production facility looking to boost productivity and performance."

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