



Operations at DMI Inc. in Wharton, N.J. are a sight to behold. Each day, millions of pieces and parts, pills and products, creams and lotions flood into the 275,000-square-foot facility, where they are quickly assembled, packaged and shipped to some of the largest consumer products companies in the world. Production lines can be reconfigured several times a day to accommodate multiple orders from multiple customers. Even after the products are shipped to their ultimate destinations, DMI must provide tracking information to ensure the safety of the consumer.

“Robust” only begins to describe the software capable of handling such a monumental process.

That’s where TIW Technology Inc. of Easton, Pa., and its ALERE accounting and manufacturing software come in. Armed with a dynamic foundation and a flexibility to match DMI’s production floor, ALERE proved so successful that it surprised DMI President Doug Sylva and became part of his company’s own marketing and sales campaign.

Potential customers get tours of the plant, including a synopsis of the ALERE system and samples of reports, data and other pertinent information to demonstrate how the system helps DMI track its materials.



“It has more than lived up to our expectations,” Sylva said. “It has become indispensable to the point where it is impossible to remember what the company was like before it. It has completely transformed the way we do business.”

(more...)

What is ALERE?

ALERE is an intuitive, intelligent solution for simplifying complex accounting, manufacturing and distribution issues. ALERE is customizable, which allows companies to mold it to specific challenges they face. Businesses from small start-ups to large corporations choose ALERE because of the functionality and ease of use built into it. ALERE is designed to pick up where others leave off and to steadfastly focus on its mission of overcoming obstacles that growing companies face.

For Sylva and DMI, the challenge was to find a product that allowed his team to manage a complicated production process by providing:

- Real-time inventory control for multiple warehouses, customers, products and lot coding;
- Complete lot visibility for all products as they came in, through and out of the DMI facility;
- The ability to address complicated job costing and planning needs that integrated the production and tracking processes through multiple line changes;
- A single data source that would allow DMI to coordinate activities between all departments.

“We track millions of components into, through and out of the facility. ALERE had the capacity we needed,” Sylva said. “In general, it engenders an enormous degree of confidence in our customers.”



Making It Work

“The key to success for DMI was the flexibility and adaptive nature of the ALERE line as well as a total commitment from DMI’s management team to make the system work.” said product dealer Alan Agdern of A&M Data Systems.

“It’s a package that can be molded, customized and enhanced to meet the customer’s needs,” Agdern said. “We start with a package that works and we create the specific functionality for that customer’s requirements. That ability to do modifications is a significant plus in the package.”

Agdern, who has worked with TIW since the 1980s, met Sylva at a TIW product workshop and assisted in the implementation of the ALERE line over the past two years.

“We worked together to come up with the full accounting, manufacturing and warehouse tracking system that includes the lot tracking and job costing programs that have enhanced their overall capabilities,” he said. “What has happened over the last two years is that we have put some very useful and very attractive enhancements into the product.”

Put ALERE To Work For You

TIW Founder and President Rod Hatcher calls the DMI case a landmark for his flagship product and says it demonstrates what ALERE and TIW can do for a wide array of small- to medium-sized businesses.

“DMI is actually quite a large company, but it is a good example of the size and requirements we can handle,” Hatcher said. “Our excellent accounting and manufacturing software will step beyond the principal bounds of why it was employed and make the company using it more competitive and able to deliver increased value to clients.”

In business for more than 25 years, TIW knows what you need to succeed and provides that in a comprehensive package which puts your needs first. For more info on how TIW and ALERE can work for you, go to www.tiwcorp.com or call 610-258-5161.

ALERE® Accounting and Manufacturing Software
REAL SOLUTIONS

