

# A Radius Solutions Case Study



## Marcom Nordic Inc.

**“PECAS Vision provides easy access to information, and even with its sophisticated Estimating feature, the system is still easy to learn and maintain.”**

**– DeeDee Foster, CFO, Nordic Printing and Packaging Inc., New Hope, MN**

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### Client Background

Nordic Printing and Packaging, Inc. a leader in commercial print, die-cutting, point-of-sale displays, promotions, custom labels and packaging – began its implementation process of PECAS Vision in June 2001. Shortly after, Nordic hired its new CFO, DeeDee Foster. While Foster was not a part of the initial decision making process, she says Nordic chose PECAS Vision for two important reasons:

- The software, PECAS Vision, is specifically designed for the printing and packaging industries
- The Shop Floor Data Collection capabilities

Additionally, the system Nordic needed would also need two specific capabilities: to streamline workflow and to improve the number of jobs completed on time and on budget, without adding more employees to the mix.

To date Radius Solutions PECAS Vision has met Nordic’s expectations on all accounts, and it has done so without costly modifications. “The off-the-shelf features of the PECAS Vision system easily cover 90-95 percent of our business needs,” says Foster. And now that the main system is in place, Nordic is making great improvements in the areas of accuracy and tracking.

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### On The Right Track

Prior to implementing the PECAS Vision system, Nordic had to re-enter most of its information. Foster says, whenever a job was created on the production floor, the data would have to be retyped by another person to create a job ticket (work order). This extra step provided problems with accuracy, as the information was not consistent and caused additional delays in getting work to the shop floor.



Now, the job ticket is created directly from the sales estimate without the additional step of retyping data. This process has actually forced those entering the data to be more accurate. It’s also a significant time saver since the information is only entered into the system once. The PECAS Vision system also made it possible for Nordic to reduce costly overhead.

Information made easy.

Another recent improvement is Nordic's ability to track orders. Before PECAS Vision, Nordic was entering a sales order as a job. Today, the function is separated into two areas: Customer Placed Orders (sales order) and the Actual Building of a Product (production job). This separation allows Nordic to better track when orders get placed and how they will build their products.

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"Technology investments are tough to make", says Foster, "that's why for us, Radius Solutions is the last software supplier we intend on investing with."

In fact, Nordic is still not using as much of the comprehensive PECAS Vision Suite as they would like, which is why they recently purchased PECAS Vision Scheduling. The company expects to capitalize on many long term benefits from that implementation as well, such as improved visibility of jobs and having better control over machine requirements, which will help Nordic improve their workflow procedures. Foster expects the PECAS Vision system will pay for itself in about 2-3 more months of operation.

Fosters concludes, "The PECAS Vision system is low maintenance, with virtually no problems. Our employees really enjoy using the software and training is very easy and fast."



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