









For example, new engineering change requests (ECRs) come in rapidly, and Plex allows the company to react quickly despite the huge volume. Firstronic is able to handle EDI releasing to suppliers right on the shop floor. Also, suppliers and customers can use Plex's web-based portals to monitor plans and operations in real time, reducing the need for tedious phone calls and emails.

Since launching the Plex Smart Manufacturing Platform, Firstronic has smoothly ramped pre-production and is migrating to volume production with six new customers – all of which either selected Firstronic over competitors from regions outside America, or returned to America business that they'd previously off-shored.

The new contracts translate into hundreds of thousands of units per product line. Once the new programs fully ramp up, Firstronic will have grown its business by more than 300 percent.

"Our reshoring strategy is simple," explained CEO John Sammut. "We focus on what we can offer that nobody else can. We know we can't compete on labor costs, so we don't try."

Its new ERP was even part of the sales pitch that Firstronic used





