



## NGS-IQ Provides Powerful BI Capabilities for TC Industries

**CHALLENGE:** In business for more than 100 years, TC Industries, Inc. is a leading manufacturer of ground engaging tools (GET) for original equipment manufacturers (OEMs) of heavy construction equipment. TC Industries' Mill Products Division is engaged in the commercial heat treating of customers' carbon and alloy steel rounds, flats and shapes to precise customer-supplied specifications. Headquartered in Crystal Lake, Ill., with additional plant facilities in Canada (Manitoba and Ontario) and England, TC Industries has 640 employees worldwide, with annual sales revenue of more than \$100 million.

Before adopting NGS-IQ\*, TC Industries used IBM Query/400, but its limited function and restrictive design made reporting tasks time-consuming and difficult, thus delaying informed decision-making. The company needed a more powerful business-intelligence system that would lighten the programming staff's workload, reduce the steps involved in producing reports and provide users with integrated, secure tools to access and receive information.

TC Industries selected NGS-IQ for its affordability, superb product support, robust functionality such as conditional logic, run-time record selection, matrix tables, ability to convert dates into various formats, creation of bucket-type reports, plus the product's one-click output to Microsoft\* Excel spreadsheets and Access databases. Today, 99 percent of queries are developed with NGS-IQ, and 200-plus queries are run monthly by managers and users in the manufacturing, inventory, sales and finance departments.

*“NGS-IQ has proven indispensable in managing the manufacturing, sales and forecasting of our business.”* —Marlene Penczak, material manager, TC Industries, Inc.

**SOLUTION:** TC Industries' managers appreciate how NGS-IQ reports run automatically on their PCs and output to formats that they prefer. Users enjoy how NGS-IQ can create and update Excel spreadsheets, ranges and charts and run multiple queries sequentially in one step. Executives depend on NGS-IQ to project future orders, plan material purchases and forecast hiring needs, while sales relies on NGS' portable OLAP module to create different views of their data for customized presentations. IT and power users are pleased with the hours they save in report creation and revisions. For example, a single NGS-IQ inventory report serves the needs of many: management, to see if product quantities are on target and sufficient materials are available to meet demand; sales, to gauge if inventory will satisfy forecasted and booked orders; finance, to complete reconciliations; and customer service, to quickly respond to order inquiries.

Daily manufacturing reports identify open work orders by customer, part numbers and date selections, while NGS-IQ's date calculations help determine shipping performance by day, week and month. TC Industries also uses NGS-IQ to easily respond to its customers' ad hoc requests. The company will soon leverage NGS-IQ even further through the use of NGS' dynamic, Web-based Business Performance Dashboard solution to view daily performance indicators for shipping, production, sales and inventory.



World headquarters location of TC Industries, Inc. in Crystal Lake, Ill.

### NEW GENERATION SOFTWARE, INC.

3835 N. Freeway Blvd., Suite 200  
Sacramento, CA 95834  
marketing@ngsi.com  
www.NGSI.com

**NGS**<sup>™</sup>  
NewGeneration  
Software, Inc.

*Call 1-800-824-1220 to schedule a Web demo of NGS-IQ customized with your company data.*