

EVS Metal

A Parallel Journey with MIE Solutions



Early on, founders of EVS Metal, Scott Berkowitz and Joseph Amico, devised a company-wide strategy that would differentiate them from their competition in the manufacturing industry. By combining lean manufacturing standards, continuous improvement, and a dedication to customer service, they have grown from a 5,000 square foot New Jersey shop to a multiple-facility organization.

Incorporated in 1994, EVS Metal operated to provide industrial mount enclosures for PCs (personal computers). That is, until they expanded into sheet metal fabrication and now serve a number of other industries including military fabrication, consumer electronics, semiconductors, gaming, and medical equipment. Today, they operate in four states with their facilities totaling more than 250,000 square feet.

In order for EVS to provide the highest-quality products, they must remain flexible, employ skilled designers and fabricators, and keep up with technological advances. One way they have prioritized this is by utilizing an ERP system in their shops—a system that can track, manage, and report on their daily operations.

Just a year after the founding of EVS Metal, Joseph and Scott partnered with David Ferguson, Jr., creator of the software known as MIE Trak Pro. Joseph and Dave both grew up in the manufacturing industry and have remained partners on their professional journeys for close to 25 years. Joseph, founder of EVS Metal, and Dave, founder of MIE Solutions, have worked together to build both companies into the successful corporations they are today.

“There is simply no way that an enterprise-level fabrication company can function without an ERP system in this day and age.”



Joseph Amico
Vice President

With the MIE Trak software, EVS Metal has all the information they need to quote, manufacture, track quality control processes, and manage inventory on a daily basis. Even though the ERP software industry would eventually become a billion-dollar industry, in 1995, the availability of ERP systems was limited. However, Dave's software was an innovation that was ahead of the curve.

MIE Trak Pro has allowed EVS Metal to grow substantially over the past 24 years and the team has no intention of slowing its growth. Although the manufacturing industry is highly competitive, they are confident that they can compete with any company and are willing and able to take on many complex projects. Their customers trust them to get the job done and they do.

One project that stands out to them happened to be a quick-turn project on a prototype with a deadline of five weeks. Their customer was thrilled with the result and responded saying, "I wish all my vendors grasped their craft the way you and your team does." If not for their dedication to customer service, the ability to earn their customer's trust, and having their customer's best interests at heart, EVS Metal would not be where they are today.

For EVS, the most important feature of this software is the ability to pull information from all four of their facilities into one database so they can have full visibility of all locations at any given time. With the help of MIE Trak Pro, EVS Metal will continue being a market leader in the sheet metal fabrication industry.

Challenges

- Quoting efficiently and consistently among different estimators
- Managing inventory from raw materials to finished goods
- Tracking QA/QC processes

Solutions

- Integrated business model
- MIE Solutions and EVS Metals created a process within MIE Trak Pro that worked specifically for the needs of their growing team
- Full utilization of the software in both the office and on the Shop Floor

Value Added

- All of their processes are tracked in one place
- Growth and profitability
- Multiple locations are organized under one umbrella (but can be separated for reporting purposes)

"It's clear that a lot of time and effort is still being put into developing new and innovative components for MIE Trak Pro so that it continues to be a valuable resource for manufacturers."

— Shannon E., Public Relations

**Learn more about
MIE Trak Pro**

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