

MetalWorks

Off to the Right Start



With a staff of two and many years' experience in the job shop industry, Igor Kotlyar (Director of Operations) and Michael Silva (President) started MetalWorks Engineering Corporation in 2011. Both founders jumped at the opportunity to start a company of their own and now, eight years later, run their business with the belief that “no fabrication job is too big or too small.” The MetalWorks Engineering team is always ready to accommodate any company's requirements.

The founders of MetalWorks Engineering both worked for a large precision sheet metal shop before opening their own facility in Hialeah, Florida. Bringing with them various skills and experiences, they set a foundation for their company's growth and development early on. Years of working together has made Igor and Michael confident in their ability to accept any job that comes through their door, regardless of size.

As soon as MetalWorks Engineering was founded, Igor and Michael worked hard to find and implement an ERP system. They wanted the company to have a strong start and knew from past employment of the importance that ERP software plays in the success of a company. As a previous user of MIE Trak (ERP) software, Igor knew he had to include it in their short list as an option for their new business.

They considered a number of possibilities before making a decision on an ERP system for their company. According to Igor, the MIE Solutions team offered them everything they needed for the best price.

As a start-up, they could not spend tens of thousands of dollars on a system right away and the offer they received for MIE Trak ERP software and support fit their budget and needs best.

“We have grown from a three-person start-up to a full-fledged precision metal fabrication shop that services over 200 loyal customers.”



Igor Kotlyar
Director of Operations

Soon after they purchased MIE Trak 32, the MIE Solutions development team released an updated version of the software called MIE Trak Pro. Igor worked closely with the software developers to customize the system for their business. With MIE Trak Pro in its early stages, Igor was willing and able to help with feature development—making suggestions that are now integral to the overall software.

As a start-up, they had a limited budget and were relieved to find a solution that met their business requirements and their cost point. To be successful and thrive in a competitive industry, they knew they needed a reliable ERP system in place. Being able to purchase one or two licenses at a time, instead of an entire 10-user package, was a game-changer for them.

With their staff fulfilling 200-250 work orders per month, they needed an efficient way to track jobs. And once you factor in the total number of quotes, it is safe

to say that MetalWorks creates between 500 and 700 total quotes per month!

Without their ERP system, this amount of work would be impossible for the team to manage. According to Igor, in the eight years that the company has been in business, MetalWorks Engineering has created over 33,000 quotes.

Igor also stated that he has seen his share of estimating systems and the way that MIE Solutions has it set up within MIE Trak Pro makes it easy to follow a quote through the system.

As the MetalWorks website states, their goal is to always form successful, long-term partnerships with each customer that works with them. Their dedication to this goal will continue with the help of vendor partnerships like MIE Solutions and the MIE Trak Pro software!

Challenges

- Finding the right solution with a start-up budget
- Creating hundreds of quotes per month, overloaded with work
- New business starting from scratch with no system in place

Solutions

- MIE Trak's Quoting module could build custom quotes consistently and accurately every time
- Scalable platform is adjustable to Metalworks unique needs
- MIE Support and Development teams available every step of the way

Value Added

- The ability to purchase individual licenses to match needs and budget
- Creates 200-250 quotes per week
- 1,000% company growth over 8 years

“Without the MIE Trak Pro estimating system, we would never be able to estimate so quickly and efficiently.”

— Igor Kotlyar, Director of Operations

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MIE Trak Pro**

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