



31 March 2009

Stile Aluminium
Christchurch

We manufacture aluminium windows and doors for commercial projects and high end houses. Every project we manufacture is totally different which involves costing, quoting and manufacture to each client's window types, sizes and detailed specifications.

We purchased Empower Time Tracking Software 12 months ago. At that time we had 8 factory staff - now we have 5 factory staff and we have maintained production. This is a 60% increase in staff and factory productivity.

The \$11,000 investment in Empower has saved us around \$8,000 per month in wages which totals approx \$100,000 per year. Empower has proved to be the best investment we have made in our business thus far.

We are "over the moon" with Empower it is a "marvellous tool".

We would never go back to time cards that factory staff used to fill in their times on jobs at the end of the day. When staff used to fill in their times on job cards we could not get "Live" and accurate times to properly make individual staff accountable for their times on jobs and therefore we could not increase staff and factory productivity.

Empower shows the productivity of each staff member – which we report daily, weekly and monthly. This keeps factory staff totally aware of their productivity. The reporting of actual and budgeted times on jobs is an invaluable database of times for our costing and quoting managers to analyse prior to undertaking new quotations.

The way our staff have embraced Empower has been wonderful. We had our reservations on how they would react to logging into jobs and becoming accountable for their own productivity. We have found that they are taking their job more seriously and appreciate the feedback from Empower reports especially when they are praised for completing a job under the budgeted time.

Prior to us purchasing Empower a business colleague who had Empower in his factory used to say to me "*you are mad trying to manufacture without Empower, you should put it in immediately*". I had my reservations but within 1 month I saw big results and was entirely comfortable with our decision to implement Empower.

The owners of Empower undertook the full installation and implementation including staff training and this could not have been easier for us. Empower was quick and simple to learn and we were getting substantial gains in output in the first month. The on going support we get from Empower on upgrades, training and development is prompt and professional.

Empower Time Tracking has transformed the productivity of our factory. We are now a far more productive and profitable business. We are looking at buying Empower's new Job Management system and hoping it will transform our office systems and productivity.

Being able to pay off Empower over several months made it affordable for us as it was only the equivalent to one man's wages for four months. The flip side is if we had NOT purchased Empower we would have been needlessly paying out the additional \$8,000 each and every month in wages to the additional three staff to achieve the level of production we are achieving now with five staff on Empower.

The advice I give anyone considering purchasing Empower is precisely the advice a colleague gave me prior to purchasing Empower "***you are mad trying to manufacture without Empower and you should put it in immediately***"

Anyone considering Empower is welcome to phone me on 03 365 9021 and with prior notice welcome to visit our factory to see our system in operation.

Brent Hudson
Managing Director
Stile Aluminium