

CUSTOMER SUCCESS STORY

QuickCable

A More Robust Manufacturer and Distributor Through WorkWise Software

QuickCable

- Track the entire sales pipeline through OnContact CRM
- Quickly make decisions through WorkWise ERP's workbenches
- Quick access to key reporting metrics

QuickCable is a leading manufacturer and distributor of connectors, cable, cable assemblies, and tools for the energy storage industry. With manufacturing warehouses in both the United States and Canada, QuickCable distributes their products globally.

The Wisconsin-based manufacturer, which was founded in 1946, has three fundamental goals: to maintain consistent reliable quality; to continuously improve all processes, leading to lower costs and even more reliable products; and to ship orders on time, which means same-day for catalog products and per-promised ship-date for custom and contract products.

In order to accomplish these goals on a day-to-day basis, QuickCable recognized that there was a need for software designed to make manufacturing processes and global selling efforts as productive and efficient as possible. Thus, they turned to WorkWise ERP and OnContact CRM.

“Being able to communicate regularly with their live support staff is great.”

**Mike Palecek,
Business Systems Manager**

“It’s great to have a local Midwest company that’s active in the community to serve as the author of our software,” said Mike Palecek, Business Systems Manager at QuickCable. “Being able to communicate regularly with their live support staff is great as well.”



Since implementing the software and going through numerous upgrades over the years, QuickCable has been able to take advantage of a wide variety of ERP features, including Workbenches, reporting, scheduling and more.

ERP Workbenches allow users to assemble their own unique view in every ERP application, tailoring the software to fit their exact needs. Everything is available in one view, so users can share items of interest with multiple functions.

“We love being able to quickly make decisions through WorkWise ERP’s workbenches without having to hunt for information.”

“We love being able to quickly make decisions through WorkWise ERP’s workbenches without having to hunt for information. In addition, being able to report on a lot of these metrics is definitely a benefit. Our most-used feature is scheduling – being able to schedule and move through the various departments in capacity, implementing, etc.”

Regarding the OnContact CRM by WorkWise solution, QuickCable has been able to achieve a complete visualization of the sales pipeline, something they hadn’t been able to capitalize on before.



“Our favorite function of OnContact CRM is the ability to track the entire sales pipeline in order to see what we have coming in in terms of prospects and leads. In the past, we never had that – we didn’t have a decent sales pipeline regarding what potential sales opportunities we had.”

“I’ve already made a recommendation to a business consultant for implementing WorkWise Software... and I believe he’s recently become a client of yours.”

For manufacturers considering a new ERP software solution, Mike advises WorkWise.

“I’ve already made a recommendation to a business consultant for implementing WorkWise Software. I told him: WorkWise ERP is very strong in the manufacturing process, and there’s a lot of experience behind the product... and I believe he’s recently become a new client of yours.”

Take it from Mike, and learn more about how WorkWise ERP and/or OnContact CRM software can revolutionize your business processes.



🌐 workwisesoftware.com



☎ 800-490-9010

N80 W12878 Fond du Lac Ave. Menomonee Falls, WI 53051