

## AD-VANCE MAGNETICS



### The Client

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Ad-Vance Magnetics was founded November 1st 1971 by Richard Vance. Since then, they have been a worldwide leader in solving magnetic shielding problems for over 40 years. Ad-Vance Magnetics manufactures custom fabricated magnetic shields and offers magnetic shielding materials in sheet and foil form. In addition to their magnetic shielding capabilities, Ad-Vance also provides precision sheet metal manufacturing, sheet metal manufacturing and laser cutting services. As a worldwide supplier and manufacturer Ad-Vance has supplied parts for Aerospace/Avionics, Biomedical, Commercial, Electronic, Medical, Military and Scientific applications.



### The Problem

Prior to Costimator, Ad-Vance used an Excel based estimating system. Labor hours were based entirely on experience, similar jobs, and formulas. The biggest challenge that Ad-Vance faced in the area of cost estimating was the time it took to complete a quote.



### The Solution

After purchasing Costimator in 2014, Ad-Vance Vice President Derrick Vance was very pleased with what the software had to offer for his company. "Calculating my material yields with the perimeter nest tool is a lot faster than doing it by hand. Also, the cost model I developed for our laser has saved me a lot of time on laser intensive jobs that we have quoted." Vance cites the Cost Modeler and the Perimeter Nest tools as the most beneficial to Ad-Vance. The other feature that drew the company to purchasing Costimator was the integration the E2 ERP system. When asked what advice he would give to other companies that may be looking to purchase Costimator, Vance commented, "Keep playing with Costimator. What you are shown only scratches the surface. Ask a lot of questions and sign up for all of the free webinars and trainings MTI offers so other stuff stays fresh."

