US Manufacturer Boosts Productivity and Attracts New Customers with an Autodesk CAM Solution

The Company

Established in the 1950s, a premier manufacturer of precision machined products in the United States contributes its long-term success to its core values of exceptional customer service, quality products, and continuous improvement. Consistent with its goal of continuous improvement, it has a long history of expanding and adding parts to its product line.

The Challenge

When evaluating ways to accommodate the rising demand for new parts, the company decided to explore ways to increase efficiency and automate the machining of existing parts, so they could focus on new part design and getting to market faster.

The company explored solution providers with expertise in automation and CAM training. Based on a recommendation from their design team, who was working with IMAGINiT for AutoCAD software, they reached out to IMAGINiT to discuss their options. "From the first meeting, I knew that IMAGINiT had the expertise and ability to help us meet our objectives," said the CNC Programmer/Machinist.

The Solution

The IMAGINiT account manager pulled together a team of their CAM software experts to discuss the company's goals and offer different solutions.

"It was during those meetings that I realized that IMAGINiT was more than an Autodesk software reseller," said the CNC Programmer/Machinist. "They recommended a solution to our challenges that included software, immediate and ongoing training, as well as short-term and long-term support:

- **Implementation of Autodesk Software** to include technology that would automate processes, supporting the company's need to free up time for more valuable activities

  – **Autodesk Product Design and Manufacturing (PD&M) collection**, which includes Inventor, Inventor CAM, Fusion 360 CAM, allowing design codes to be entered once and sent seamlessly to each machine needed to produce that part

  – **Autodesk FeatureCAM**, which provides easier programing of five axis machines and speeds the processes of generating and producing quotes

  – **Customization and implementation of post processes** for each machine to ensure the programs run smoothly

  – **In-Person Training** to ensure user adoption and the efficient use of the new software, including training sessions on standard software workflows as well as custom training sessions using the company's data and workflows

- **Technical Support**

    – **IMAGINiT's ProductivityNOW** eLearning and support platform that includes:

        ○ **Priority Support** – Unlimited technical support for troubleshooting errors, product performance failures, product installation, and network licensing

        ○ **Design assistance** to support the engineering team

        ○ **24/7 access to Autodesk eLearnin**g, how-to videos, and other knowledge resources

The Results

"We couldn't be happier with how the Autodesk software and the IMAGINiT team have positively impacted our business," said the CNC Programmer/Machinist. "The training from IMAGINiT is the best we have ever had. We have a consistent trainer who knows us and the technology; he not only led all the classes and customized Inventor and Inventor CAM, he writes post processes, helps us write programs, and provides on-the-spot support whenever the programs needs a tweak or we can't get things just right."

Since working with IMAGINiT and implementing the Autodesk software, the company has:

- Significantly increased productivity, getting more products to market faster
- Added more complex parts to its product line
- Expanded its customer base
- Lowered cycle times
- Reduced tooling costs

Looking forward, the company expects the value of their relationship with IMAGINiT to continue as their needs arise for additional training for new manufacturing team members as well as their designers who are moving from using AutoCAD for just 2D drawings to include 3D drawings as well.

"The more we do, the more we will rely on IMAGINiT," said the CNC Programmer/Machinist.

Contact us to start a discussion on how IMAGINiT can help you

Solutions Beyond Software
IMAGINiT Technologies, a division of Rand Worldwide, helps architects and engineers become more proficient in the use of 3D technologies to design, develop and manage complex engineering projects faster and more cost-effectively.

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