

# Foremost



A 12 Week Upgrade from V6



## Company Facts

### Overview

- »Location: Calgary, Alberta
- »Industry: Manufacturers of Tracked, Wheeled All-Terrain Vehicles and Drilling Rigs
- »Website: Foremost.ca



## Success Highlights

### Challenges

- »A strong project and job management, adaptable to sustain long-term organizational growth, upgraded in 12 weeks.

### Solution

- »Upgrade from V6 to Visibility 2020

### Benefits

- »Project work breakdown structures (WBS)
- »Progress billing
- »Field service management
- »Work order hierarchy
- »Deep actual costing and budget to actual analysis
- »Project inventory control
- »Project estimate to complete
- »Engineering change / revision control and multi-location inventory planning and control.

“I am very pleased with the relationship with Visibility. I have a voice and a partner willing to listen.” *Dave deGraaf, General Manager*

For over 45 years, Foremost Industries has been providing world-class off-road vehicles and drilling rigs that ensure safety and enhance performance in some of the world’s most challenging outdoor environments. “Any climate, any terrain” is the mantra for the company that produces manufactured vehicles to move people, equipment and supplies through snow, sand, muskeg and swamps throughout the oil and gas industry. Through both growth and acquisition, Foremost became an expert in the design and manufacture of drilling rigs for a broad range of applications.

Their strength is in their ability to custom engineer and manufacture to exceed customer expectations. Foremost has been designing, manufacturing and marketing high-mobility all-terrain wheeled and tracked vehicles used to transport heavy loads where there are no roads. Foremost vehicles are most commonly used for geophysical exploration, oil field transportation and logistics, oil pipeline construction & repair, utility construction & repair, personnel transport, and tourism. Over the years Foremost vehicles have earned global recognition for durability and reliable performance in extreme operating conditions. Today, there are more than 2,000 Foremost vehicles working in over 40 countries worldwide. Count on Foremost vehicles to move your equipment, supplier and people efficiently and dependably. Staffed with experienced individuals, the company is committed to developing decade long partnerships with customers through dependable products and services.

### Standing Out in a Demanding Industry

The demands of the exploration, oil / gas, construction and energy industries, combined with a high company standard for producing durable, long lasting machines creates a challenge for manufacturers like Foremost Industries. Longevity and reliability are a must in many of the extreme environments where their equipment is in service. So too is the need for scalability to accommodate the various unique requirements of their growing customers. The most critical industry requirement that Foremost must meet is that their products appeal to corporations throughout the world who have unique specifications that cannot be found in an off the shelf product. The products are truly specialized and highly engineered to order.

### Foremost's Upgrade Requirements and Short Timeline

Foremost's upgrade requirements demanded a business system solution built on a contemporary technology platform, rich with deep

engineer to order functionality to foster and embolden the company's reputation for providing superior value to their customers. Foremost sought to achieve its goals in an upgrade in a way that ensured they completed the project on-time and under budget using a lean project methodology. Foremost needed an ERP solution with a deep project based manufacturing heritage that would be delivered on a stable technology platform. Foremost also needed an ERP company with the people and processes to complete an 80-user ERP implementation project in 12 weeks. Foremost Industries confidently made the choice to upgrade from V6 to Visibility ERP.

### The Results

"Our industry and business present unique changes. When your products are engineered-to-order, you are dealing with a large cycle time. We need to be able to track costs, materials and labor associated with building products of this nature. We need centralized

data and require access to real time information associated with these products. With Visibility ERP we get all of that plus there is more visibility into our entire supply chain and we have seen a big boost in streamlining our operations" comments Dave deGraaf, General Manager of Foremost.

The end result was a successful implementation. Foremost managed to implement key process automation improvements such as VisMobile Shop Collection. Now they are able to capture production activity in a real-time, paperless manner. Following the initial implementation, Foremost has continued to expand its use of Visibility to streamline and automate processes to maximize its ROI.

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## About Visibility

Visibility Corporation is a solutions company working towards the singular goal of enabling our manufacturing customers to achieve operational excellence. We provide a modern, flexible, fully integrated enterprise resource planning solution designed specifically for manufacturers of complex products. Our more than 30 years of experience with our customers' unique requirements in the manufacturing industry are built into our Visibility ERP solution. We develop, implement, and support Visibility ERP ourselves, eliminating 3rd parties. We embrace and excel at customizations because we believe your ERP solution should work for your business, not the other way around. As a family owned and operated business, we treat our customers as a part of our family. With a deep understanding of the manufacturing industry, Visibility ERP provides manufacturers with visibility into their business operations, allowing for enhanced performance and increased profits. It's a simple solution for complex manufacturers. For more information, [connect with Visibility](#) or visit [www.visibility.com](http://www.visibility.com).



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