



HiFlow  
Solutions

## Case Study

Label Producer  
**FANO**  
Improves Workflow,  
Increases Visibility



[HiFlowSolutions.com](https://www.HiFlowSolutions.com)



## OVERVIEW

FANO is a family owned company that has been in the printing industry market since 1985, when it was an offset printer. Since then, FANO's successes led them to greatly expand their services--adding labels and packaging to their commercial printing business. Today, FANO provides self-adhesive labels, packaging, shrink sleeves, stationery, folding, stamping, laminates, embossing and roll-to-roll films to its customers.

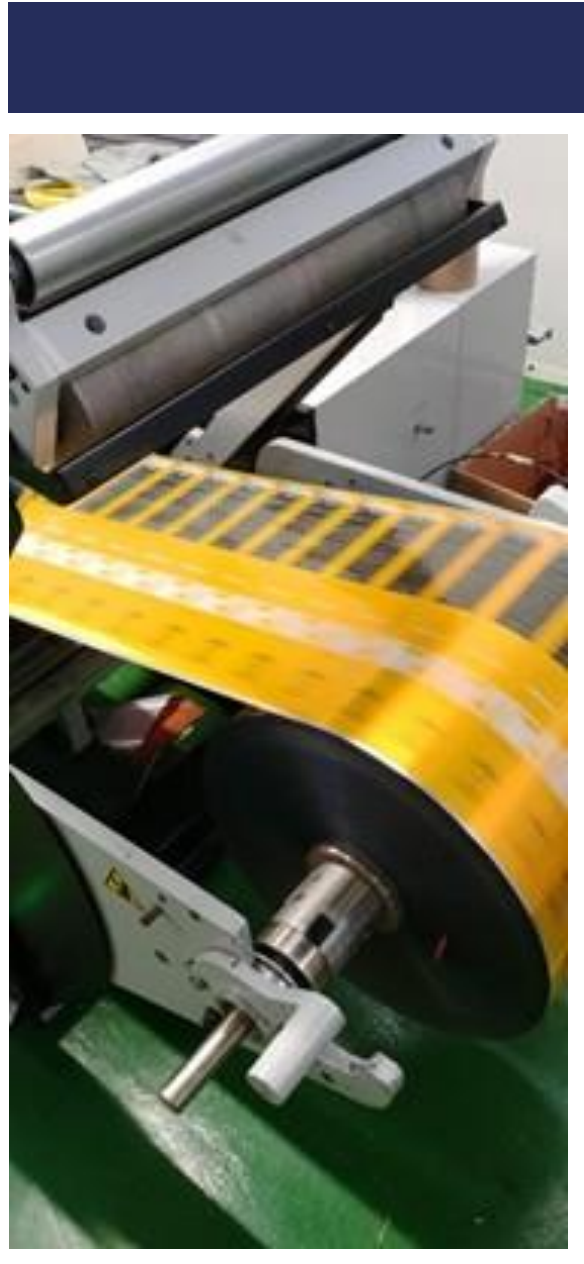
### Legacy methods replaced

At the start of their business, FANO used simple Excel spreadsheets instead of a software system. The company then turned to its IT team to develop a system, and soon thereafter another version, slightly better, but almost equally a simple, nonintegrated system that only provided calculations, pricing and a simple scheduling plan. This system wasn't linked to production, financial or accounting programs and had no modules for carrying out post-production analysis. In other words, according to FANO's vice president, Bolesław Jasinowicz, "We were constantly working at a disadvantage."

### Linking systems, creating efficiency

Unlike their previous system, HiFlow is primarily a friendly, transparent, multi-window interface that links business systems and provides instant access to current information at different levels of detail. An essential feature of the system for Fano is that the most important documents (calculations, estimates, quotes, production plan, etc.) are systematically linked.

This enables FANO to work smoothly and flawlessly at all stages of estimating, planning, scheduling, production, shop floor data--all the way to invoice.





## Integration = faster workflow

The system suggests solutions, prevents mistakes, and facilitates FANO's workflow. HiFlow offers, for example, the functionality of quick product reprints. And by integrating all information into a single database, the system enables efficient day-to-day process control, optimizing production.

For example, the rapid startup of product workflow translates into production repeatability, which translates into cost savings. Estimating, quote, product order—all produce shop floor data that is accurate and timely.

## More visible data

Secondly, everyone in the company is linked to the job information at all levels—it makes managing products and orders very easy.

An impressive example of visibility is the preview of the production plan, HiFlow's workflow diagram. Planning and scheduling, as well as customer service, can easily see the whole of the job. They are able to immediately inform the customer of the earliest possible date of delivery of products and services. Ultimately, this promotes greater customer satisfaction.

*"The number of errors in our company has certainly decreased. By automating processes, defining the various work parameters in the system, we have made significant progress in this respect."*



*Regarding the management of the company, have you noted any positive developments?*

**Jacinowicz:** Yes. I love the modern business intelligence provided by the system. It gives us unrestricted access to information in real time and offers us the possibility of making faster and more optimal decisions.





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HiFlow Solutions MIS software is an **end-to-end** management information system with **comprehensive tools** that automate packaging workflow and business processes so companies can compete more effectively in the marketplace, maintain faster and **leaner production times**, and increase margins of profit.

HiFlow's **consultative** approach seeks to understand your packaging company's unique set of challenges, problems and needs FIRST. We sell a solution, not a product.

## Have a question?

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**We implement - fast.** The HiFlow system combines MIS and MES software with easy ERP integration.

**We fill your ERP gaps.** By optimizing ERP systems with MIS and MES features required for packaging and label printing.

**We create automated environments.** With seamless connections from order intake to shipping and invoicing.

**We feed you data.** With insights from real-time, critical information from your production shop floor, personnel, and equipment.

**We let you see.** From smart scheduling to nested layouts to workflow diagrams, instantly see where you stand within the job.