



HiFlow
Solutions

Case Study

Multi-plant
POL-MAK
consolidates to
one central
database

Automates,
integrates entire
organization



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OVERVIEW

POL-MAK is an international producer of napkins, paper plates and cups, decorative bags, gift wrapping paper, greeting cards, as well as tissue paper. POL-MAK is a family business in the decorative stationery industry, producing products for over 35 years. In 2017, POL-MAK added a large production facility and has a total of three plants and an extensive system of warehouses. POL-MAK offers both offset and flexo capabilities as well as lamination, UV, gilding, embossing, and die cutting. POL-MAK is BRC, ISO 9001 and 14001, FSC and Sedex certified.

Manual Processes Replaced

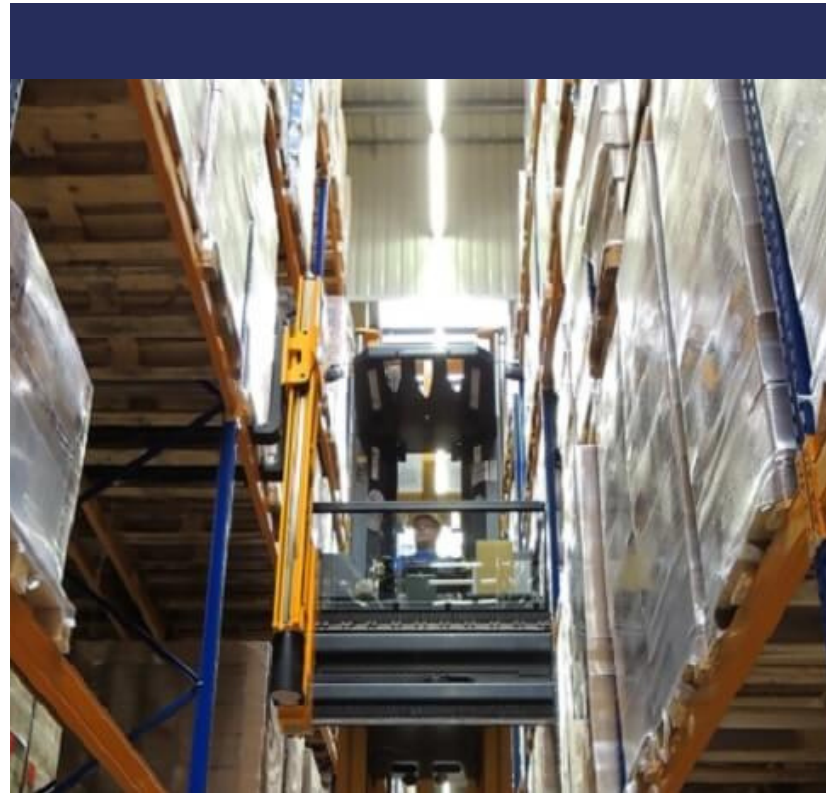
Dariusz Makowiak, co-owner of POL-MAK, wanted his company to grow. Yet, he and his team were plagued with a lack of a unified system and multiple manual processes. Every day, the company was overwhelmed by printed paper, planning boards, and Excel spreadsheets. So, it's no surprise that everything happened a lot slower and without ongoing feedback.

Makowiak comments, "Such 'blind' work generated errors and mistakes in the production process. The old system also did not manage our prepress, where 12 graphic designers created and managed current graphics."

HiFlow's MIS replaced a system based on Excel that had previously been driving estimating, scheduling and planning departments,

Sophisticated estimating engine

"Creating quick and precise calculations is undoubtedly a serious advantage of the system" reflects Malowiak. HiFlow offers the option of presenting clients with a multi-part quote. Estimates can be templated to provide a great deal of detail, which POL-MAK's customers appreciate.



Why did you decide to purchase and implement HiFlow?

Makowiak: In order to grow POL-MAK as a company, we wanted to have a proven IT system that helps efficiently and reliably manage the entire production cycle of the company. The HiFlow system has more than met these ambitious goals. HiFlow combined all our disparate elements and production processes into one coherent, efficient production chain.



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

Dariusz Makowiak, co-owner of POL-MAK,

Insightful BI; accurate data

Makowiak appreciates the incredible amount of data HiFlow's business intelligence provides. "With HiFlow's business intelligence and analytics we know a lot more about the company itself." With its real time data, "we can react faster, and very precisely, to all typical and unusual situations in the plant."

Increased productivity; no need to increase staff

HiFlow provided the means to expand POL-MAK's organization. As workflow efficiency increased, it allowed POL-MAK to reorganize and enlarge some departments in the company. HiFlow also helped enforce business procedures.

Makowiak notes, "With the expansion of our company's structure and an increase in sales, we hired more personnel. Without the implementation of the system, we would have had to hire even more people."

"We also found that staff productivity per capita increased. In addition, staff can see how much the system improves their efficiency and how much time is saved by automating the most time-consuming activities."





Increased customer satisfaction

After the system's implementation, POL-MAK's clients receive faster and more complete communication. They also have constant control of a job from initial customer contact, then throughout the whole job process. POL-MAK is able to complete the job and deliver the product to the customer faster and in exactly the quantity and quality ordered. Consequently, customers are happier.

Centralized management

POL-MAK needed scheduling that would handle both offset and the flexo presses in all its locations. HiFlow's production planning, combined with its scheduling tools, have algorithms that can schedule offset and the flexo departments as well as synchronize all production activities in all company locations at the same time.

Makowiak's 'quick list' of benefits

When asked about how HiFlow benefits POL-MAK, Makowiak rattled off a list. "The scope of operation and complexity of the new system, the high degree of automation of production activities, and the exemplary transparency." In addition, he cites the following:

- A more efficient workflow
- Optimized resources
- Information in real time
- Integration of all our locations
- Control of costs incurred
- Effective planning and management of the company

"I can certainly say that thanks to HiFlow, our company now bypasses any previous manual processes and we efficiently manage our entire production cycle."





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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.

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.

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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