



## Lantek provides agility and profitability to subcontractors in the sheet metal industry

Lantek provides specialized software products for the efficient management of materials, costs, time management, shipments, and manufacture.

The sheet metal and fabrication industry is based on the activity of large manufacturing companies supported by thousands of subcontractors that specialize within this sector. Both the large manufacturing companies and the subcontractors have the same objectives which are to provide an effective, flexible and profitable response to their customers' needs. Lantek, the world leader in the development and marketing of software solutions for the sheet metal and fabrication industry, has spent many years developing specific tools for manufacturers and suppliers in this field, enabling it to become highly knowledgeable about its clients' technological and management requirements.

From experience, Lantek knows that companies that work with a supply chain of any size require a comprehensive planning process that adapts to change and is perfectly synchronized with all the company's departments and activities. Additionally, companies need to manage every aspect of their own processes and procedures including relationships with clients. In line with these objectives, Lantek Solutions is a suite of software that has been designed to address and facilitate the entire decision-making process for specialized subcontractors and manufacturers, from receiving the client's enquiry to final delivery and invoicing.

*"Achieving flexible but efficient planning is a critical factor for many manufacturers of sheet metal, pipes, and profiles. For that reason, our software solutions allow for a better response that can be integrated with all systems implemented within the company and at its clients' facilities. Moreover, Lantek Solutions fit any production environment and are compatible with all existing cutting and punching machines. The integration of its customers in the value chain is crucial to specialist providers",* explains Alberto Martínez, CEO of Lantek.

With Lantek Solutions company managers receive significant support that enables them to control all processes and areas through efficient information management. This is focused on their specific environment and resources, greatly reducing costs and delivery times.

Lantek has a range of software products that enable any format generated by CAD systems to be incorporated into the work platform, to manage part nesting to match customer requirements, and to work with files exported from external systems.



One of the key benefits of Lantek Solutions is that it is able to integrate with the majority of customer and supplier systems, resulting in synchronized operations for commercial, design, production, delivery, provisioning, management, and financial management.

### **Sell, produce and deliver faster**

More specifically, Lantek Solutions enable subcontractors and manufacturers to control the format, thickness and type of raw materials in stock, manage scrap, detect stockouts and make purchases at the right time. It also makes production more flexible, with partial or grouped shipments and billing, and the ability to change priorities on the go.

*Lantek technology provides a competitive advantage for specialized suppliers providing a software platform which is totally focused on selling, producing, and delivering faster. A supplier that has the support of Lantek technology is able to adapt its rate of production, its inventory, and its operational costs according to real-time requirements. It helps companies to optimize the business plan, reduce costs and risks and incorporate new orders into the manufacturing schedule without harming the production rate”, states Raúl Chopitea, director of R&D.*

With Lantek Solutions, management of the commercial activities of a company is possible with software tools dedicated to business relationship management, budgeting and order management.

Within the CAD/CAM solutions offered by Lantek, subcontractors and manufacturers can calculate the most economical nest for each technology, maximizing material utilization, and interface with any machine or auxiliary equipment, such as robot arm or palletizers installed at the company, optimizing machine efficiency.

Furthermore, Lantek technology raises production performance by controlling the entry of jobs, managing changing requirements and providing tools for the comprehensive monitoring of shipments and orders. Additionally, it offers forecasts for expenses and raw material purchase and functions that adjust to the production rate and any possible changes as they occur.

Lantek Solutions is comprehensive in its scope offering tools that manage orders, invoices, payments, and receipts, as well as financial and accounting management, providing the ultimate in agile manufacturing.



#### **About Lantek**

Lantek is a leading global multinational in the development and commercialisation of software solutions for the sheet metal and structural steel industry. Its capacity for innovation and its firm commitment to internationalisation and the development of emerging markets has led Lantek, founded in 1986 in the Basque Country and with head offices in Vitoria-Gasteiz (Spain), to become a global reference in the industry with its CAD/CAM/MES/ERP solutions. Today, the company has over 14,000 clients in more than 100 countries, offices in 15 countries, and a wide network of distributors providing worldwide coverage. In 2013 its international operations provided 85% of its turnover.

#### **Image**

Lantek\_Subcontractors\_1.jpg

#### **For more information**

For more information visit our website: [www.lanteksms.com](http://www.lanteksms.com) or request more details at: [marketing@lanteksms.com](mailto:marketing@lanteksms.com)

Rob Powell  
Managing Director  
Lantek Systems Ltd  
Malvern Hills Science Park  
Geraldine Road  
Malvern  
Worcestershire  
WR14 3SZ  
Tel: 01684 585384  
Fax: 01684 585201  
Email: [rob.powell@lantek-systems.co.uk](mailto:rob.powell@lantek-systems.co.uk)  
Web: [www.lantek-systems.co.uk](http://www.lantek-systems.co.uk)

Mortimer PR Services  
Richard Mortimer  
[richard@mortimerpr.co.uk](mailto:richard@mortimerpr.co.uk)  
+44 (0)1594 542578