



## 5 Must-Haves for GovCon Manufacturers

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**JAMIS**<sup>®</sup>

# 5 Must-Haves for GovCon Manufacturers

Manufacturing has always been a complex and demanding industry, but for government contractors it can be even more challenging due to complex regulations, detailed bidding process, and ever-changing projects. Because of this, it is important that you have an enterprise resource planning (ERP) system that will not only ensure regulatory compliance, but also give you the flexibility, visibility, and manufacturing performance needed for government contractors to win more contracts!

JAMIS Prime is a modern, tightly integrated platform that delivers in all areas of GovCon manufacturing. In this blog, we will discuss the top 5 “Must-Haves” for GovCon manufacturers.

## 1. Project Manufacturing

A primary component vital to the success of GovCon manufacturing is having a solution built for project manufacturing. Unlike traditional manufacturing which typically involves the repetitive mass production of standardized goods, project manufacturing is organized by individual projects, which can be significantly different to the one before it, to produce one-of-a-kind production items that are customized to meet specific customer requirements.

GovCon manufacturers also need to be able to navigate the strict regulations they must adhere to. Beyond Federal Acquisition Regulation (FAR) and Cost Accounting Standards (CAS), project manufacturers have an extra layer of complexity they must comply with such as Defense Federal Acquisition Regulation Supplement (DFARS) and Material Management and Accounting System (MMAS). JAMIS Prime ERP makes it easier for contractors to adhere to these regulations and ensure compliance with cost accounting, reporting, quality, and security standards.

## 2. Quoting / Estimating / Bidding

As a GovCon manufacturer, you might think a customer relationship management (CRM) solution is not important. However, JAMIS Prime provides an embedded CRM that allows you to track every interaction from when the prospect is a lead, opportunity and converted to a customer. Included in the CRM module is a robust quote management system to help you easily create, edit, and monitor new or existing bids, and ultimately manage business data better.

This fully integrated quote management system enables you to transform a previously time-consuming process and increase efficiencies in the sales process to improve bottom line performance. By interacting in the same system used for material management, it allows for easy access to view on hand inventory, inventory on POs, and inventory allocated to other jobs. This ensures quotes are based on accurate, up-to-date data including material costs, labor costs, and overheads among others. Having a system that gives you a holistic understanding of customers enables manufacturers to provide better service, tailor quotes to specific requirements, and build stronger long-term relationships resulting in more contracts.



### 3. BOM / MRP / Purchasing / Sales Order Entry / Inventory Management

The Bill of Materials (BOM) is the foundation of the JAMIS Prime Manufacturing Edition and serves as a template to production. It's where your production needs and costs are defined for component items for subassemblies to become finished goods. This one-stop-shop format gives you clear visibility of your routing operations, work centers, machines, materials, steps, tools, and overhead details and costs without having to navigate to another screen.

JAMIS Prime offers multiple costing methods such as standard cost, average cost, and actual cost. Flexible cost roll-ups are available for single and multi-level BOMs by item or site. Once the BOM has been built out, you can "Calculate BOM Cost." This will establish the estimated planned costs for the production order, thus helping you with your pricing and ultimately profitability.

JAMIS Prime's powerful materials requirement planning (MRP) tool will allow you to look at all of your customer demands such as forecasts and sales orders, account lead times, reorder points, production, work order demand among others. This helps ensure you will have the materials necessary to fulfill the project and mitigate the risk of any delays or stock outs. Additionally, it analyzes the current supply coming in from purchase orders, existing production orders, and master production schedules. All this functionality combines to satisfy customer demands, ensure optimal inventory, and deliver better customer service without failing to meet deadlines.

### 4. Production Management

After creating a BOM and establishing production estimates, JAMIS Prime enables you to create your production orders so you can control and track the transformation of raw materials, component parts, and subassemblies into finished goods. Within JAMIS Prime, you have plenty of ways in which you can create a work order: initiate manually or automated through sales order, MRP, or an estimate.

Material and labor costs can be captured directly within production orders through material and labor transactions or can be backflushed. Once the production order has been completed you'll have a good sense of planned vs actual costs which is a huge limitation in other systems. Additionally, users will have visibility into variances between planned and actual costs to make sure you're staying profitable. This can identify changes to work center operations or provide training opportunities for production staff if planned versus actuals are significantly off. Costs can be issued to work orders in a variety of different ways, providing flexibility for production teams to choose which method works best for their unique needs.

There are multiple options for how you issue cost to work Orders:

- Utilize a web browser, tablet, or mobile device
- Clock in and out of jobs to capture accurate labor cost
- Issue default costs based on the BOM through backflushing

As you complete production steps, businesses with compliance needs typically have quality checks and testing that need to be completed and documented which is critical for product standards and customer satisfaction. JAMIS Prime allows you to do this natively and incorporates quality control features such as: quality inspections and checklists, non-conformance tracking, corrective, and preventative actions (CAPA), and adherence to regulatory requirements. It also supports forward and backward tracing of all movements of a serial or lot number.

## 5. Integration Capabilities

JAMIS Prime supports multiple integration methods to connect with other systems and applications. The most common integration method is Open API, but others include web services, web hooks, import/export among others.

Integration with engineering and design tools is crucial for project manufacturing. JAMIS Prime allows you to seamlessly integrate with computer-aided design (CAD) software to enable the transfer of design data, specifications, and drawings. This integration ensures accurate product definitions, supports engineering change management, and facilitates efficient collaboration between design, purchasing, and manufacturing teams.

Out-of-the-box JAMIS Prime is going to give you access to robust dashboards and reports that give you real-time visibility into project performance, resource utilization, cost analysis among others. But if you feel you still need more, integration with business intelligence (BI) reporting tools like Microsoft Power BI and Tableau will enable the generation of enhanced customized reports, dashboards, and visualizations to help support more data-driven decision-making and monitoring of project progress.

### Closing

These 5 features are critical to manage the complexities of GovCon project manufacturing successfully and effectively. They help streamline operations, improve efficiencies, and ensure successful project delivery. Are you interested in learning more on how JAMIS Prime can help you organization soar to new heights?

Contact JAMIS Software:



JAMIS Software Corporation is the only U.S.-based private ERP solution provider exclusively focused on government contractors. For more than 30 years, JAMIS has helped improve clients' ability to track and manage government contracts while staying compliant with DCAA, CAS, FAR, NIST, and other industry requirements.

The company's JAMIS Prime ERP enterprise-class software solution is designed to support government contractors every step of the way, from RFI to contract award, to staffing and all the way through accounting, project delivery, and reporting. Today, organizations that do business with the federal government count on the flexibility and security of JAMIS Prime ERP to reliably serve their federal customers.

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