



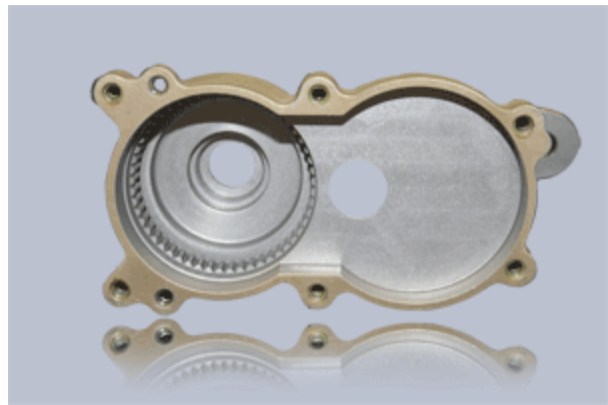
# Customer Case Study

## W Machine Works Inc. - San Fernando, CA

W Machine Works ([www.thewmw.com](http://www.thewmw.com)) is an AS9100 certified CNC contract manufacturer based in Southern California with 40 employees. W Machine's customers include some of the best known companies in the aerospace industry, including Boeing, Northrop Grumman, and GKN. The parts made by W Machine range from bolt carriers to assembly housings. With the quantity of orders that W Machine receives, they average over 500 first article reports per year in multiple formats.

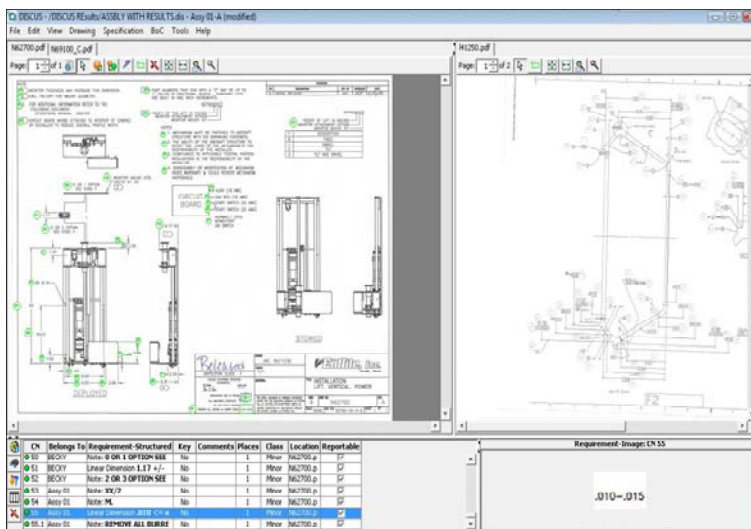
The management of W Machine knew that the business process for complying with AS9102 was very labor intensive. The time involved printing the drawing, ballooning the drawing manually, and entering the requirements information into an Excel spreadsheet. Each part took nearly 90 minutes of labor for each first article inspection report.

W Machine evaluated DISCUS and determined that it could greatly reduce the labor effort in the AS9102 business process.



W Machine performed their own detailed cost benefit analysis and came to the conclusion that the purchase of DISCUS for less than \$3,000 helped them save nearly \$15,000 in labor cost during the course of 2008.

W Machine uses DISCUS in stand-alone mode as well as integrated with Net-Inspect for those companies with a web-based characteristic accountability system.



*DISCUS has helped a small company like W Machine Works get a 5X return on investment in the first year of use*