

For Quality Management Systems Comfort Can Destroy Success

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What do Excel and a 1990's era recliner have in common?

We are so comfortable with both of them that we have a hard time getting rid of either, even when we know they have outlived their usefulness.

We build our business processes with the best tools we have available at the time. As new problems or needs arise we extend the original solutions and rarely go back for a rethink or a redesign. Too often that means that we continue to rely on old solutions and miss achieving performance and cost improvements that come with new tools.

If your current quality management systems are heavily dependent on paper or spreadsheet based tools then it is possible that your operation is missing out on the efficiency and accuracy benefits that can be found in [Quality Essentials Suite](#). Below we have identified the top 5 problems that our solution solves for our customers. If you see any of your quality control challenges here then maybe it is time you retired your spreadsheet based quality control processes and gave us a call. We'd love to be your next favorite quality management solution.

Enabling accurate and timely generation of Certificates of Analysis to accompany shipments.

If you are an ingredient manufacturer, whether those ingredients are supplements, flavorings, chemicals or other tight tolerance products, who has to provide Certificates of Analysis with you shipments then you already understand what a challenge this task can be. Not only do you have to collect the needed data that appears on the certificate but you also have to make sure that the data is presented on the document in the layout required by your customer. Not all of your customer's want the same data and they certainly don't all want it with the same layout. You may even be a co-packer or support drop shipping in which case you have to be able to support your customer's documentation



requirements for their customer's. Failure to include the right documents can result in refused shipments and other penalties. Our functionality supports these tasks as well as others that can bring needed efficiency such as emailing certificates directly to customer addressees and using COA data for shipping labels and other documents too.

Affordable pricing based on unlimited user access

Switching your solution from spreadsheets or a proprietary or custom solution can be difficult if the perception is that those tools are free. So first we have to understand what free is really costing us. We have to be clear about the gaps in performance and the cost of those gaps to our organization. Quality Essentials was designed from the ground up to support the creation of a complete quality record and to make sure that everyone participates in the quality mission. Achieving total participation is really difficult if you have to pay for every user that accesses the data, so we don't price the product based on user counts. Our solution is sold with unlimited user access which means the tasks of quality can be dispersed throughout your organization in the way that best supports your procedures.

