CADTALK
Integrate Intelligently℠

IFS GLOBAL TECHNOLOGY ALLIANCE PARTNER

FIELD GUIDE · PARTNER EDITION

THE SECOND PUSH

The gap that survives good implementations — and how to spot it in your accounts before it costs you a reference.

Everyone demos the first push.

THE GAP

01

Your customer bought IFS to run the business on one system.

Between the moment engineering releases a design and the moment manufacturing can build it, something still has to carry the bill of materials, the part records and the structures across. In most manufacturers, a person does that. **Usually the same person every time.**

It is not a failure of the implementation. That step sits upstream of the ERP and was never in the project's scope.

The problem for you: when it surfaces six months after go-live, nobody in the account calls it an engineering problem. They call it an ERP problem, and the ERP has your name on it. Every engineering department carries habits built around whatever came before — habits that live in people rather than in software, which is why no implementation reaches them:

> **A spreadsheet one person maintains.** The unofficial system of record, current only in that person's head.

> **A part-numbering ritual.** Learned by apprenticeship, documented nowhere.

> **A verification step nobody questions.** It exists because a tool fifteen years ago could not be trusted. The tool is long gone. The step remains.

WHAT IT COSTS

02

Four costs your customer is carrying. Only one is labor.

1 Speed

Every engineering change waits on a handoff. Days, usually, and most of those days are queue rather than work. That time comes out of time to market, and it compounds across every change in the product line.

2 Errors

A quantity typed wrong reaches purchasing, then reaches the floor. Most manufacturers can name their last one without checking, which tells you something about how memorable they are.

3 Capacity

Engineering time spent typing is engineering time not spent engineering.

4 Ceiling

Everything on the IFS roadmap you want to sell next — planning, scheduling, agentic capability — acts on what is in the system. None of it can tell that a quantity was mistyped three weeks ago. It will act on it anyway, quickly, and at scale.

$234,000

A YEAR, EVERY YEAR

Ten engineers, six hours each per week, moving BOM and part data by hand, at fully loaded rates. That figure belongs in your business case, not just ours.

WATCH

The fourth cost is the one that changes over the next two years — and the one that turns a data-quality gap into a blocker for everything you want to attach to the account.

HOW IT HOLDS UP

Everyone demos the first push

03

A clean assembly goes into an empty IFS environment. Parts appear, the structure builds, the room nods. It looks solved. That demonstration is easy for a specific reason: **nothing exists yet.** Every record is new, so there is nothing to reconcile and no decision to make.

The second push is the one that decides whether it worked — and whether the account calls you back happy.

By then the design has changed. A component has come out of the assembly. Somebody revised a part. Now every record has to be matched against something that already exists, and every write is an update to something a person may have touched since. That is where an integration either holds up or starts quietly generating work — and the account associates that work with the platform you sold them.

Three questions that qualify any CAD-to-ERP integration

1. **What happens when a component is no longer in the CAD assembly?** Anything that deletes on absence will eventually delete something real.

2. **What happens when somebody revises a part?** Structures in IFS are tied to revisions, so which one gets written to is a decision, not a detail.

3. **What happens when a structure has already been released?** IFS locks released structures, correctly. If a release process locks them early, nothing can update them afterwards.

WATCH

You do not need the answers. You need these asked before the customer buys anything — because if nobody asks them, the answers surface in month two as your problem.

PROOF

What good looks like

04

BEFORE

4 FTEs + 24 engineers

working from one spreadsheet

Models, prints and ERP reconciled by hand on every change

→

AFTER

One button

for part-number assignment

80% faster engineering-to-manufacturing handoff

Milbank Manufacturing makes electrical metering equipment and enclosures. Every design change used to mean re-verifying by hand that the 3D models, the prints and the ERP still agreed. Nobody trusted any one of the three completely, so all three got checked. Milbank moved to full 3D modeling and stood up IFS Cloud. Engineering data now flows into IFS on its own, with the transformation rules set once.

The reconciliation step did not get faster. It stopped existing.

That is the story a reference account tells on your behalf — and the data quality every module you attach next depends on.

What it means for your deal

8–12 weeks

to a single-site go-live, fixed fee — CADTALK delivers it, not your bench

2–4 months

typical payback — an easy line in the business case

CADTALK is listed on the IFS global price list — it quotes and buys through the commercial path you already use, on your paper.

TAKE THIS INTO YOUR NEXT ACCOUNT REVIEW

05

Five discovery questions for your customer

No pitch required. Ask these in any manufacturing account — the answers tell you whether the gap is there, and they open the conversation better than a demo does.

1 **What has to happen between a design being released and manufacturing being able to build it?**

Most people answer in two sentences. Then they think about it and the answer gets longer.

2 **Who does that work — a role, or one person by name?**

Work that belongs to a person rather than to a process is work nobody has examined in a while.

3 **What was your last BOM error, and what did it cost?**

If somebody can answer immediately, that is the answer.

4 **How long does one engineering change take to reach every place it has to go?**

And how would they know if it only reached most of them.

5 **If they automate planning or scheduling next, what data will it be acting on?**

Heard a yes on any of these? Bring us in — we run the technical conversation, you keep the relationship. **cadtalk.com/demo**