



# CASE STUDY

## Data-Matique



Revitalization of aging infrastructure reinforces machining industry leader's competitive edge.

### GXA gets Data-Matique's IT to perform like a well-oiled machine.

Data-Matique is a leader in the precision sheet metal and CNC machining industry, and a pioneer in the production of fabricated mechanical hardware. They offer their customers a true one-stop shop for precision-cut metal and machining, and they promise to accurately produce their customers' projects on-time and on-budget.

Unfortunately, they were facing a serious problem: an aging IT infrastructure that was struggling to meet the demands of the modern workplace. The antiquated setup challenged Data-Matique's ability to deliver the outstanding quality of work for which it has been known for the past forty years.

"Data-Matique has been upholding the highest in industry excellence since 1973," says Allen Werner, CEO. "We realized we needed a technological infrastructure that could match that promise."

**"GXA's solutions for our company immediately created the kind of results that would support production and business expansion. We are delighted to find an IT provider whose efforts support all parts of our business so effectively."**

**CA Theis, Production Manager**



Data-Matique needed a reliable and capable IT partner to help them build, implement, deliver and manage their IT strategy. They wanted to outsource IT and tech support in order to free up their internal staff to focus on their core competencies.

Enter GXA Network Solutions, with a laser-like focus on putting technology to work.

## Key Challenges and Issues

Data-Matique had been focused on building out a robust manufacturing process and on increasing its capacity to better serve its customers, but its existing IT resources were undercutting its efforts. The problem was two-fold: aging equipment; and worse, a serious misalignment between IT processes and business strategy. In other words, their existing technological resources and efforts were neither powerful nor scalable enough to meet their business goals.

But GXA Network Solutions gets business, and is as committed to creating cutting-edge, tailored solutions for their clients as DataMatique is to theirs.

## Solutions

Welding IT to business strategy

GXA Network Solutions specializes in melding technical expertise with business acumen and so began by organizing and facilitating several business technologies meetings with top management.



This helped GXA to understand Data-Matique's business vision and plans. With that foundation, GXA performed an exhaustive technology audit, which was later used to formulate a comprehensive technology plan to get Data-Matique running like a well-oiled machine.

#### Enhancing production capacity

GXA realized immediately that Data-Matique needed to expand capacity in order to meet production goals. GXA outlined a step-by-step approach that would free up the company's internal resources to focus on core competence and key business initiatives, while GXA built out the underlying technologies that would fuel Data-Matique's growth.

#### Equipment and IT infrastructure

Internet capacity was maxed out, slowing employee access to network resources and dramatically reducing productivity. Additionally, the network, server and the computer systems all were powered by aging machines that were out-of-sync with the company's otherwise cutting-edge operations.

- Increased Internet bandwidth by 900% without increasing in cost. GXA engaged an expert vendor and facilitated implementation of robust fiber Internet.
- Increased manufacturing production. GXA upgraded their network infrastructure and applications to enable rapid information exchange between staff, the CNC machine, the laser cutter and other fabricating machines. In other words, GXA was able to help Data-Matique streamline their process flow, which in turn maximized time efficiency and output from both human workers and technology.



- Enhanced their service offerings. GXA worked with key technology vendors, such as application and web vendors, to implement a server infrastructure that empowered Data-Matique to build business applications that could enhance their service offerings.

#### Tech support

The IT resource had been wearing multiple hats, making suboptimal use of his time and expertise. He acted as IT admin, tech support, and – as though those roles weren't enough – CAD designer for the production department. Data-Matique needed their in-house IT person to focus solely on business-critical CAD design.

- Long-term increased production capacity. Freed of the burden of IT administration, maintenance and support, their internal IT resource was able to focus entirely on production improvement.
- 24/7 rapid response monitoring and maintenance, minimizing technology problems. GXA's proactive IT administration addresses and resolves IT problems immediately and effectively.

#### Locking down security

In an industry dealing with highly specific, often secret designs and B2B accountability, Data-Matique needed to ensure that its customer privacy would never be compromised by faulty technology. It also needed to protect its own internal assets. To that end, GXA shored up the security element of the IT infrastructure, which needed redundancy.



- Setup a multilayer security infrastructure that ensured protection of company assets.
- Designed, implemented and maintain a dynamic, vigorous, and reliable backup and disaster recovery solution that now ensures continuation of business services in case of a catastrophic event. Ongoing business intelligence With business growth and strategy increasingly dependent on powerful, scalable, current IT resources, Data-Matique needed a technology partner who could guide them through the decision making process around deploying proper IT investments that would successfully support their goals.
- Improved ROI on investments in technology. Data-Matique would no longer waste precious resources on soon-to-be-obsolete, or unreliable, technology.
- Faster implementation times for new initiatives. In an industry that stamps out the competition by stamping out production with speed and accuracy, this helped the metal fabricator keep its edge after 40+ years leading the pack.
- Improved allocation of personnel and expertise. Data-Matique's teams can now focus on what they do best, and on what shores up the bottom line.

## Conclusion

CNC machining and bespoke sheet metal manufacturing is a precise, exacting industry that does not allow for cutting corners. Data-Matique has been a pioneer in the field for decades by hewing to a philosophy of excellence, meticulousness, and bespoke customer service.



Unlike its machining technology, however, Data-Matique's software, network and IT infrastructure were not as cutting-edge as they needed to be, which hampered the company's ability to expand and advance its overall business goals.

Once GXA Network Solutions entered the studio, however, it began fabricating highly specific, equally meticulous and durable solutions that would weld Data-Matique's business goals to its tech infrastructure.

## Executive Summary

### Challenge

Antiquated IT infrastructure did not match the power or tech advancement of Data-Matique itself.

### Solution

Taking the burden off Data-Matique, GXA handles all its IT needs, having created a tailored, powerful, scalable system that allows the company's machines and employees to work in sync with each other and bolster production quality and speed.

### Results

Synergy between the company's technology and its infrastructure keeps it, at 40 years old, at the top of a highly competitive industry.

## About Data-Matique

Data-Matique was founded in Garland, Texas (a suburb in Dallas) in 1973 by two individuals who had a passion



and drive for precision sheet metal manufacturing and machining. Through hands-on learning and varied experiences in high-tech industries, they began what would become a legacy in the machining industry. Today, Data-Matique's sprawling and highly technical 83,000-square-foot plant employs more than 70 skilled professionals and houses some of the most specialized and systemized pieces of equipment that the industry has to offer.

With continued advanced knowledge of CNC precision techniques coupled with innovative leadership, quality control and customer service, Data-Matique continues to expand the legacy upon which it was founded.





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