



Case Study Prizm Systems

Prizm Systems



Prizm Systems is a tool & die making business in The Dalles, OR. They also provide CAD modeling and design, prototyping, molds of all kinds, product development and tooling. Robert Tupper, owner and manager of Prizm, describes their mission as “designing and making the tools other people use to make their product.”

“I’d rather go fishing than waste my time on jobs I can’t win. MFG has allowed me to rigorously screen the jobs I bid on.”

Robert Tupper, Owner,
Prizm Systems LLC

Business Challenge

Tupper explained that Prizm needs a complete understanding of the goals, materials, and specifications for each project. “My dad and I worked together for 40 years. He was an engineer and I worked as his understudy learning math as well as designing and building tools and dies. It’s important when you look at unusual or exceptional parts that you understand how they operate and function.” As both a buyer and a supplier, Prizm’s success relies in part on a constantly expanding web of relationships with manufacturers, but it was not easy to connect with customers in other regions or countries.

Solution

Like most small businesses, Prizm’s budget was limited. Realizing this, MFG arranged a payment plan appropriate for their financial situation and included seasonal evaluations to ensure a continued good fit. Robert soon found that being a part of the MFG community was indeed paying off in time savings and new opportunities MFG also helps Robert hone in on the specific jobs that he feels good about contributing to: “Potable water in other countries...American made parts in a critical area...good products that will do a lot of good for other people. We like to give back when we can and you can find these types of opportunities via MFG.”

Results

Since adopting MFG, Prizm is enjoying a greater positive cash flow and an expanded client base that offers greater business stability. “We’ve been able to move around from one regional marketplace to another. MFG has given me the ability to direct our efforts where we will see the best return – we now have a bigger pond to fish in.

| Objective | Benefits Achieved |
|-----------------------|---|
| Penetrate New Markets | <i>“We’ve been able to move around from one regional marketplace to another. MFG has given me the ability to direct our efforts where we will see the best return – we now have a bigger pond to fish in.”</i> |
| Save Time Quoting | <i>“When I am looking at a company I haven’t seen before, I go straight to their profile and look at the buyer intelligence. I have limited time to go through these quotes, so the information in MFG is critical to making the right decision.”</i> |

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