TOGETHER WE
TRANSFORM

After being introduced by a shared customer, Herman Miller, OST saw not only the potential to add to its existing technology services but also the opportunity to be a part of transforming how different industries design spaces.

Open Systems Technologies (OST) was founded more than 20 years ago. Initially working with Enterprise Resource Planning (ERP) systems, the company has grown into offering a full line of technology services. The company's motto: design all the way to the datacenters. Today, OST helps businesses identify opportunities to leverage technology, solve problems and design solutions together with the customer.

Nathan Bonner, the practice leader for OST's Configuration Services and Manufacturing Solutions Group, heads up a team of eight developers who code in CM to create CET Designer Extensions.

"Our first introduction to Configura came through a shared customer. What started as a brainstorming session between Herman Miller, OST and Configura quickly evolved into a plan for collaboration," says Bonner. "Configura's culture is very similar to our own, so we saw this as a fantastic opportunity to add to our list of services."

One of Configura's first Implementation Partners

After being introduced, OST became one of Configura's first Implementation Partners. Since then, the Partner Program has grown and the onboarding process has evolved to provide more support and guidance to new partners.

OST's decision to become an Implementation Partner happened very organically, according to Bonner.

CASE STUDY:
OST

Open Systems Technologies (OST) works alongside companies to bring together customer insights, technologies and strategies in order to transform and grow their businesses. Headquartered in Grand Rapids, Michigan, and with additional offices in Detroit, Minneapolis, London, Hong Kong and Singapore, OST employs 225 people globally.

PROGRAMMERS AT OST

75

CM PROGRAMMERS

8

MANUFACTURERS OST HAS SERVED

4

ANNUAL SALES USD MILLION

157

ONE WORD TO DESCRIBE CONFIGURA

Visionary

BEFORE WE KNEW IT, WE WENT FROM HAVING NO CONFIGURATION SERVICES TO HAVING THREE TO FOUR DEVELOPERS WORKING ON CUSTOMER PROJECTS IN A VERY SHORT AMOUNT OF TIME.

Nathan Bonner, Practice Leader for OST's Configuration Services and Manufacturing Solutions Group.

"It was one of those situations where we talked about becoming a Configura Implementation Partner and how it could be done. Before we knew it, we went from having no configuration services to having three to four developers working on customer projects in a very short amount of time. Thanks to the development support at Configura, our developers were able to get up to speed very quickly," Bonner says.

Nathan Anderle, a configuration services technical consultant at OST, is one of the programmers developing CET Designer Extensions for customers.

"It's extremely rewarding when you get to the point where you can physically see and manipulate the objects you've been trying to represent in a live 3D space, and not in just some type of terminal environment," Anderle says. "I really enjoy working with my hands and seeing how things work, so my first impression of CET Designer was that it was really cool that you could program in a natural and fluid way."

Developing through the power of PGC

In addition to helping manufacturers create product-specific CET Designer Extensions, OST has begun developing its own Utility Extension for the Configura Marketplace.

"We see this new project as a way for us to add value to the CET ecosystem, Configura, manufacturers and their users," Bonner says.

Since becoming an Implementation Partner, OST has worked with four manufacturers in three different industries to develop CET Designer Extensions and other services.

"OST also benefits from our partnership with Configura by gaining insights into revolutionary technology represented in the CET platform. This partnership with Configura allows us to be part of the transformation of industries through the power of PGC," Bonner says.

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