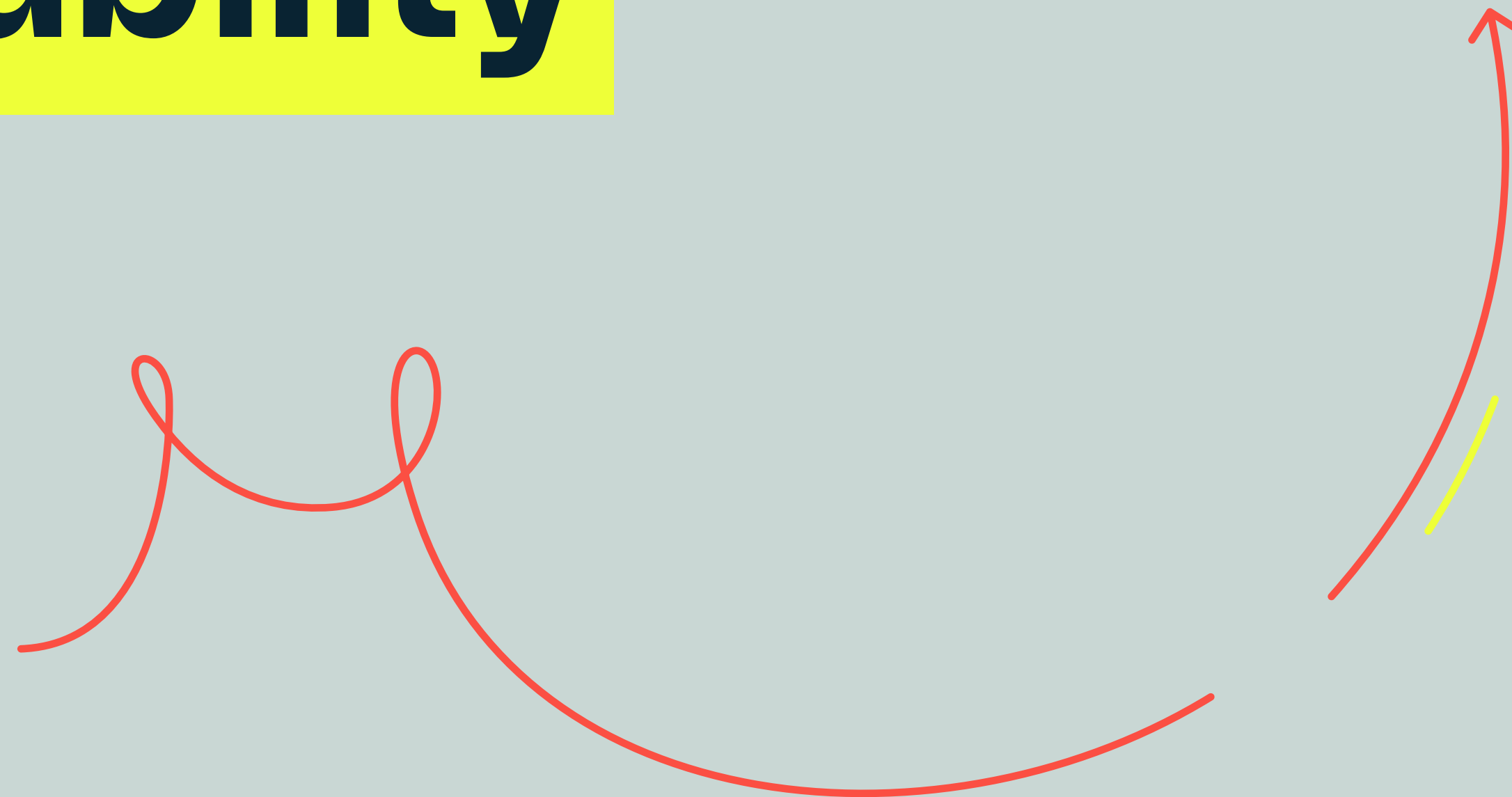


How QuantAQ streamlines their workflows and ensures traceability

katana



About QuantAQ

Quant AQ, a company founded by David Hagan, specializes in producing IoT air quality sensors. They develop advanced sensor technologies and data analytics tools to accurately measure and analyze air pollutants in real time. Their innovative solutions enable individuals, communities, and organizations to gain insights into air quality and make informed decisions for better health and environmental outcomes.

As a spin-off from Hagan's Ph.D. at MIT in 2019, the company has rapidly grown to provide its services to governmental institutions and large businesses, including Fortune 500 companies. With a single physical location and a remote workforce, Quant AQ relies on a variety of contract manufacturers for sub-assemblies, while final assembly, calibration, and shipping take place in-house.

We spoke with David Hagan, the co-founder and CEO of Quant AQ.



COMPANY

QuantAQ

WEBSITE

quant-aq.com

LOCATION

US

INDUSTRY

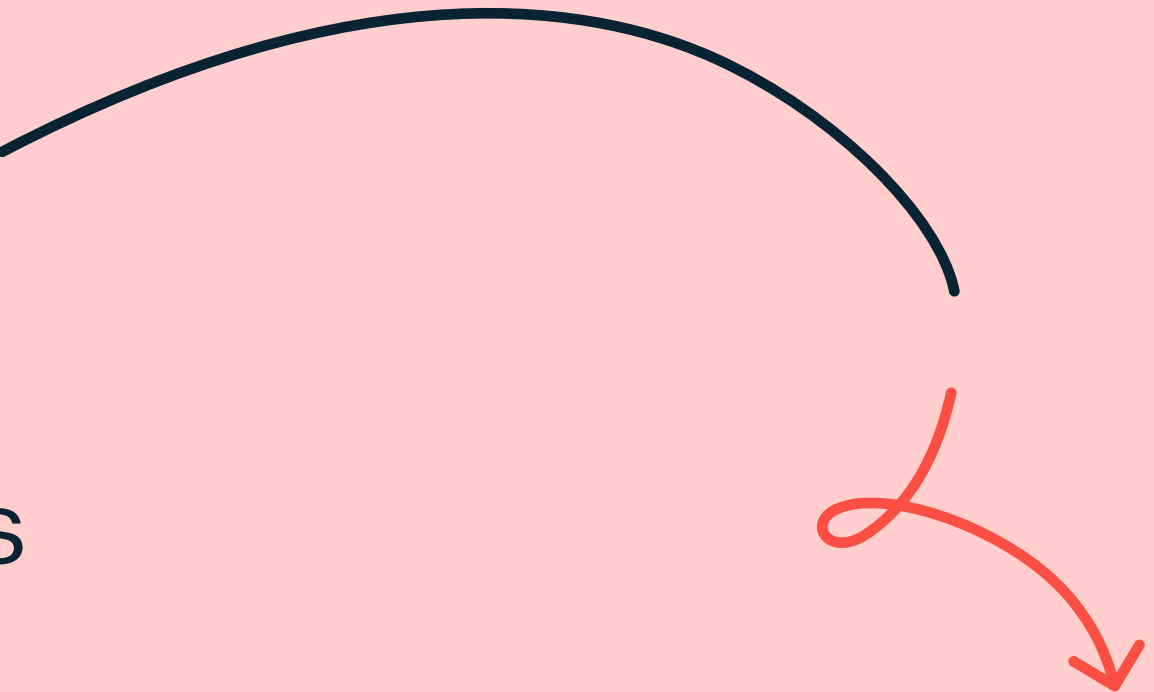
Electronics

The challenge they faced

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Before Katana, they used Excel Spreadsheets. In the beginning, it was relatively easy because they ordered exactly as many components as needed, and it was a preset batch size, which made tracking inventory, production, and costs fairly straightforward.

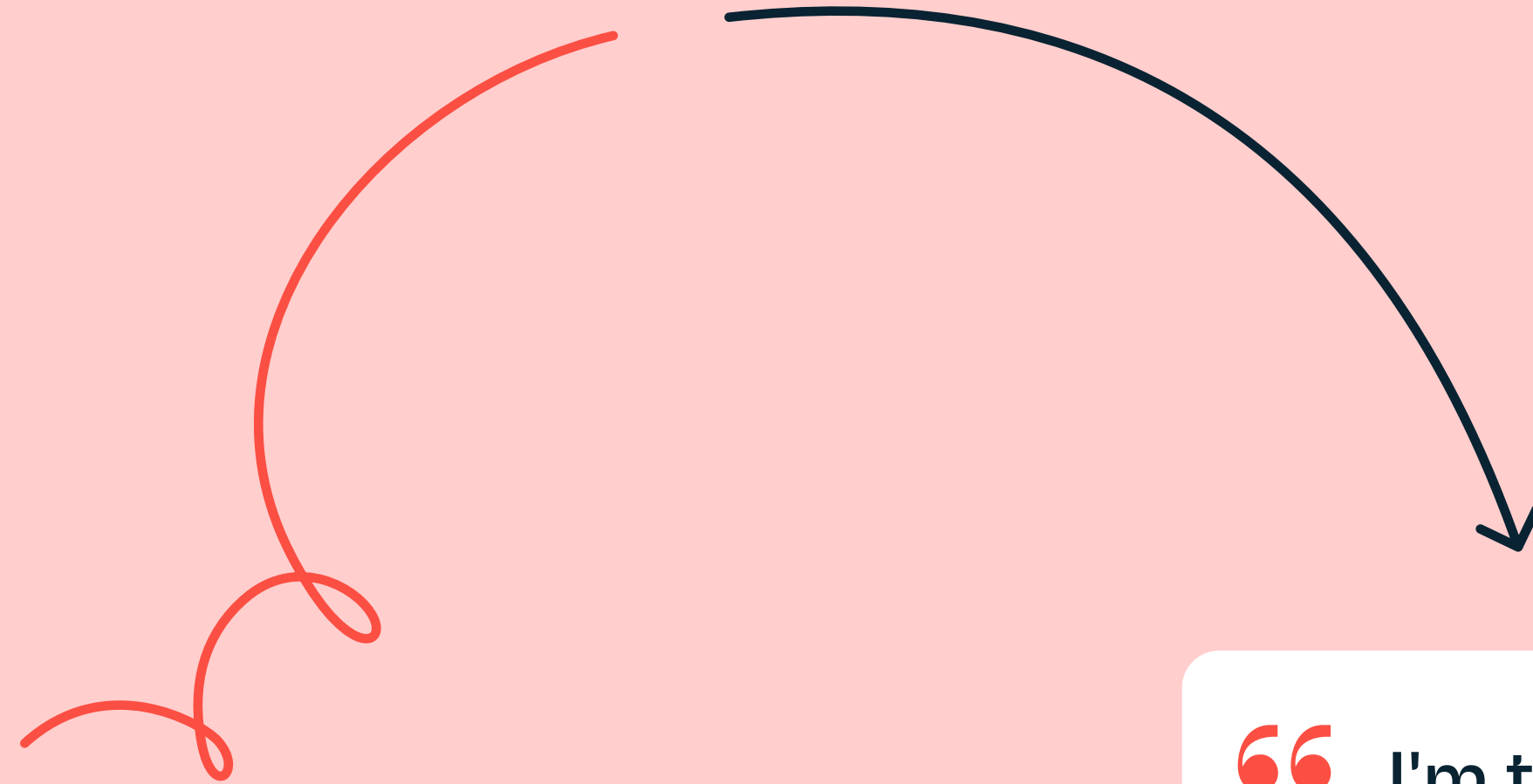
However, as the company grew and encountered challenges with accounting, forecasting, and planning, it became clear that a more robust solution was needed.



“ Ensuring we had enough stock and tracking the cost over time for our accountants became very cumbersome in Excel. Especially since we are dealing with lots of parts, around 50 or something per product, and that was pretty challenging to track in a spreadsheet.

Solution they found

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David explored different options, including Oracle and OpenBOM, but ultimately chose Katana due to its free trial, ability to have a monthly subscription instead of locking in a yearly contract, and flexibility.

“ I'm the only one who has kind of direct access to Katana. Our accountants also have access just to pull stuff at the month's end. And then there are currently only two of us that use the Shop Floor App - the people assembling and putting in time that needs tracking.

Streamlining sales, purchasing, and production

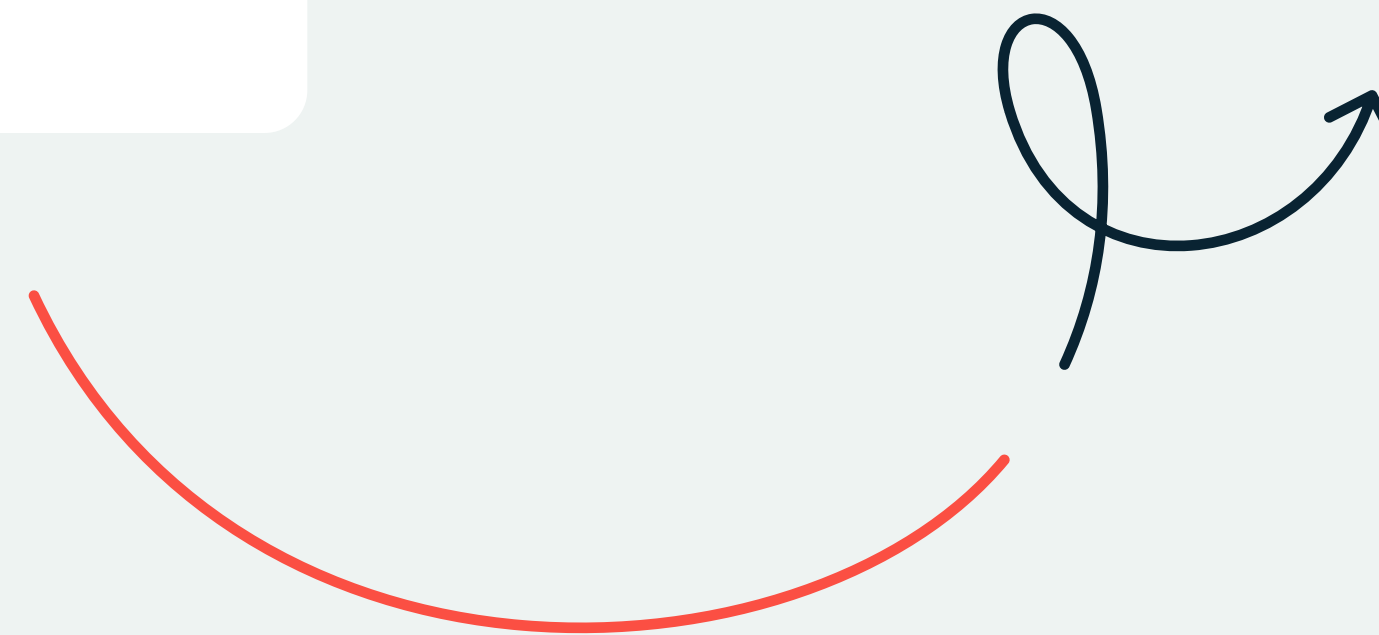
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As a B2B and B2G organization, QuantAQ gets its orders finalized via email. Once an order comes in, they manually enter it as a sales order into Katana.

“ We don't have a physical or virtual store - our deals are way too big for people buying them online. It's primarily governments and other businesses - customers who issue a purchase order from us.

Once an order is entered in Katana, it triggers the manufacturing or sales workflows based on the sales orders. Once an order is ready, it gets assigned product serial numbers and shipped to the end user.

QuantAQ also uses Katana's purchasing workflows - once a purchase is confirmed, they issue a purchase order in Katana and sync it to QuickBooks Online for accounting purposes.



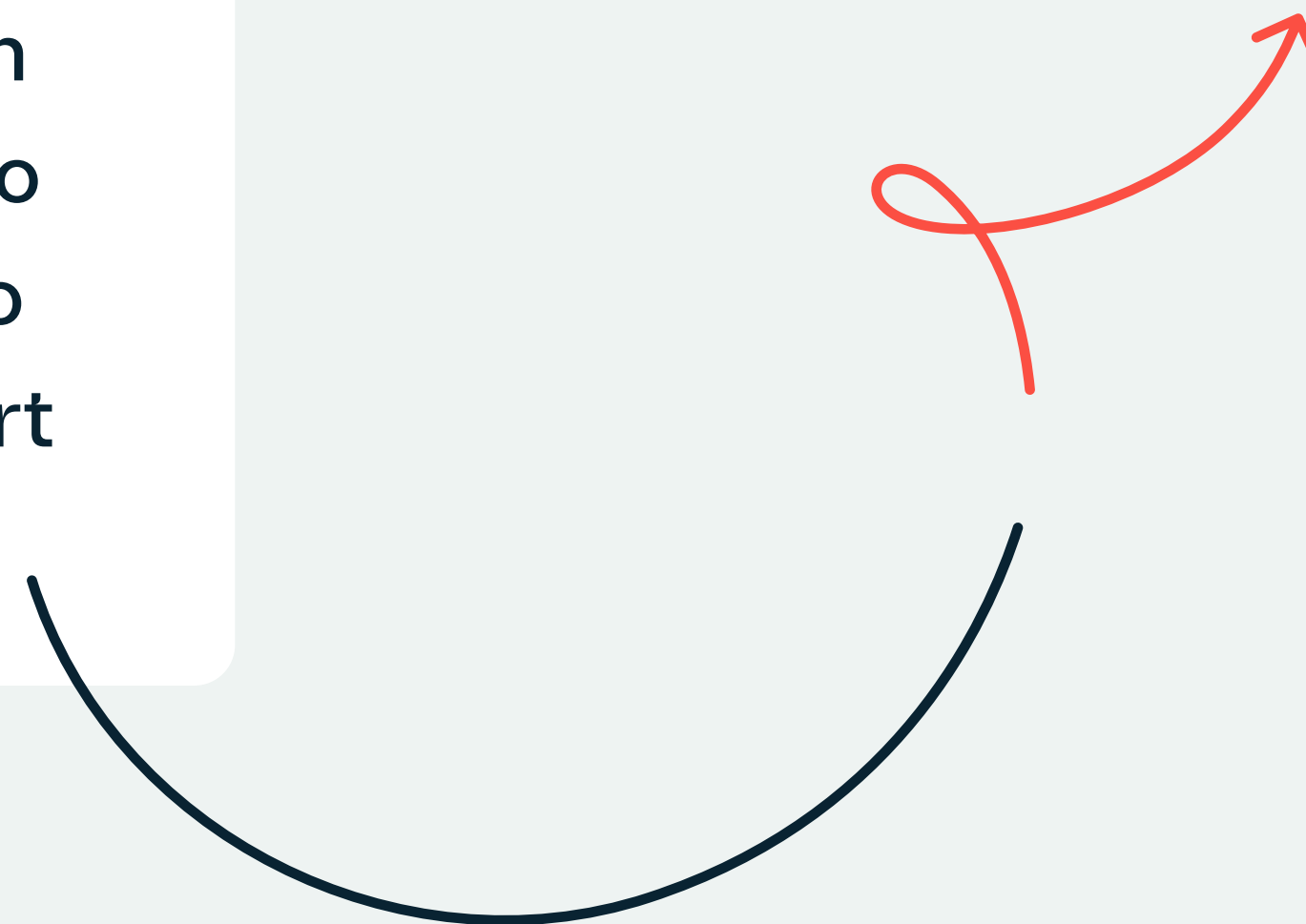
Ensuring product traceability with serial numbers

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QuantAQ was quick to adopt Katana's newly developed serial number tracking functionality. For electronics manufacturers, it is essential to be able to tie the product serial numbers to customers to keep track of warranties, repairs, and support issues.

As serial numbers are a relatively new feature in Katana, Quant AQ maintains a record of serial numbers in Airtable alongside Katana as the warranties go back a year. However, the company aims to eventually migrate all data to Katana to streamline operations.

“ We assign serial numbers to sales orders in Katana after they're completed. We want to see when it was built, who it was shipped to and when because that ties into our support workflow to keep track of warranties.



Tying it all together with other business apps

katana

While Katana provides a comprehensive solution for inventory and manufacturing management, Quant AQ still relies on some external tools and processes. For instance, the company uses QuickBooks Online for accounting and Stripe for invoicing.

To improve their team collaboration, QuantAQ has used Katana's API to connect their Slack workspace.

"As soon as an order is ready to pack, we add the packing list PDF into a Slack channel so that whoever is there can pack it up, list the serial numbers, and mark this pack so we can invoice it. Same with deliveries - everything is in Slack, so as soon as we get a delivery, whoever is downstairs posts a picture of it in Slack with the packing slip, which gets marked as received."

Besides internal communication, QuantAQ has integrated Katana with QuickBooks Online to make their costing and communication with accountants seamless.

“ The pieces of information that they get from Katana are revenue and COGS. And then, of course, they do lots of checking on the purchase order side, matching up invoices and making sure that transactions are categorized correctly between inventory and transit.

Pandemic and its consequences without any supply chain issues

katana

When asked about the biggest impact Katana has brought to the company, David highlights getting on top of all supply chain disturbances that emerged during and after the pandemic.

“I think the easiest way to sum it up would be that we've been shipping stuff since 2019, and been with Katana since before Covid started. And we got through all of Covid, all the supply chain disturbances without any supply chain issues with just a small team we had in the beginning. So we managed everything and kept everything in stock, building, operating, shipping, and getting stuff out the door, on top of everything else. And I would not have been able to do that without Katana or another similar solution.”

QuantAQ operates from a hardware co-working space with 120 companies, and David has been an advocate of Katana there too.

“ I've pushed several people toward it. We work out of a hardware kind of co-working space, so there are 120 companies here, and several of them are now using Katana because of our recommendation.



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