EXTRUSIA | ERP

THE EARTHWISE OF KANSAS CITY CASE STUDY

From Legacy ERP to AI-Powered Manufacturing

How One Window Manufacturer Built a Better Way to Run Its Business

Industry: Vinyl Window & Door Manufacturing
Company: Earthwise of Kansas City
Location: Kansas City, Missouri
Previous ERP: OpenJanela
New Platform: Extrusia Suite
Implementation: 2026

THE RESULTS

20% Increase in Weekly Window Production

95% of Normal Production Achieved During Go-Live Week

Significant Reductions in Administrative Processing Time

Real-Time Visibility Across Manufacturing Operations

Integrated Dealer Ordering, ERP, Management Intelligence, and AI

One manufacturer. One integrated platform. Measurable results.

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1. THE COMPANY

A Manufacturer That Understands the Challenges

Earthwise of Kansas City is a locally owned manufacturer of custom vinyl windows and patio doors serving residential and commercial markets throughout the Kansas City region.

Operating under JetAlum LLC and a member of the nationally recognized Earthwise Group, the company manufactures energy-efficient windows designed specifically for the demands of the Midwest climate.

The company operates a complete manufacturing facility, including:

- Frame fabrication
- Sash fabrication

- Insulated glass production
- Screen manufacturing
- Final assembly
- Quality control
- Shipping and distribution

Each window is custom-manufactured to customer specifications, creating a complex production environment where accuracy, scheduling, inventory management, and communication are critical.

Like many small and midsize window manufacturers, Earthwise relied on a traditional ERP system to manage its business.

But as the company evolved, its software increasingly became a limitation rather than an advantage.

The company needed something better.

Rather than continue adapting its operations to the limitations of existing software, Earthwise made a different decision.

Build software around the way a window manufacturer actually operates.

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2. THE CHALLENGE

When Legacy Software Becomes the Bottleneck

Before implementing Extrusia, Earthwise of Kansas City operated on OpenJanela, an established ERP platform serving the fenestration industry.

Although the software supported core manufacturing functions, many everyday business processes still required substantial manual effort.

The challenges extended beyond the production floor.

Administrative Inefficiencies

Routine tasks consumed valuable employee time.

Order batching, accounts receivable processing, remote system access, and other administrative activities required multiple steps.

Applying a single customer payment across multiple invoices, including applicable discounts, could require approximately 35 minutes.

These tasks were necessary, but they added little value to the finished product.

Limited Operational Visibility

Understanding the status of manufacturing operations required navigating different screens, reviewing reports, and gathering information from multiple sources.

Management needed faster answers to fundamental questions:

- Which orders are behind schedule?
- What is holding up production?
- Which departments are ahead or behind?
- What orders are ready to ship?
- Where should resources be directed?

Getting answers required time that could otherwise be spent managing the business.

Dealer Communication

Dealers needed an easier way to create quotes, configure products, review pricing, and submit orders.

Traditional ordering processes created unnecessary communication between the dealer and manufacturer.

The objective was simple: Make Earthwise easier to do business with.

Technology Limitations

Legacy server infrastructure, remote connectivity requirements, and system maintenance introduced additional overhead.

Earthwise wanted to reduce its dependence on traditional on-premises infrastructure while improving access to business information.

A Different Approach Was Needed

The company recognized that simply replacing one traditional ERP system with another might reproduce many of the same limitations.

Instead, Earthwise began developing an entirely new platform.

That platform became Extrusia.

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3. THE SOLUTION

Introducing the Extrusia Suite

Extrusia was developed from the ground up with a different philosophy.

Rather than building separate applications and connecting them through a series of integrations, Extrusia was designed as a unified software environment for window and door manufacturing.

The platform consists of four interconnected components.

EXTRUSIA DEALER CONNECT

Making It Easier to Do Business

Dealer Connect provides customers with a direct connection to the manufacturer.

Dealers can:

- Configure windows and doors
- Generate accurate quotes
- Access their pricing
- Submit orders electronically
- Review order information
- Produce customer-facing quotes
- Incorporate their own margins into customer proposals

The result is a more convenient ordering experience and reduced administrative involvement for the manufacturer.

EXTRUSIA ERP

Managing Manufacturing From Sales Through Shipping

The core ERP manages the manufacturing lifecycle, including:

- Sales and order entry
- Product configuration
- Pricing
- Production scheduling
- Manufacturing operations
- Quality control
- Shipping
- Billing
- Accounts receivable

By bringing these processes together, Extrusia reduces duplicate work and improves the flow of information throughout the organization.

EXTRUSIA LINK

Giving Leadership Real-Time Visibility

LINK provides management with visibility into the health and performance of the company.

Instead of waiting for reports or manually collecting production information, leadership can monitor operational activity and identify issues requiring attention.

The objective is to move management from reacting to problems toward identifying and addressing them earlier.

JOSIE — EXTRUSIA'S AI ASSISTANT

An ERP That Can Actually Answer Questions

Perhaps the most significant departure from traditional ERP design is Josie, Extrusia's integrated AI assistant.

Josie allows authorized users to interact with business information using natural language.

Instead of navigating multiple screens, users can ask questions such as:

"Good morning, Josie. What orders are behind schedule?"

"Which orders are ready to ship?"

"Are there any material holds affecting production?"

"How are we doing in assembly today?"

Josie can retrieve information, summarize operational conditions, and assist with supported business processes.

The result is a fundamentally different relationship between the user and the ERP.

Instead of learning how to navigate the software, employees can simply ask for what they need.

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4. IMPLEMENTATION

Replacing the ERP Without Stopping Production

ERP implementations are notoriously difficult.

Manufacturing companies must migrate critical information, train employees, validate production processes, and maintain customer service while transitioning between systems.

Earthwise understood these challenges firsthand.

Its leadership had experience with software implementations from both the technology and manufacturing sides of the business.

The goal was not merely to launch Extrusia.

The goal was to launch Extrusia while keeping the factory running.

Go-Live Week

As expected, the transition was not entirely without challenges.

Initial issues included:

- Production stickers and labels
- Reporting adjustments
- Employee training

- Process refinements

However, these issues were addressed while manufacturing operations continued.

By the end of the first week, Earthwise had achieved **95% of its average weekly production volume prior to Extrusia**.

For a complete ERP replacement in an active manufacturing environment, this represented an encouraging start.

More importantly, the organization was operating on the new platform and positioned to begin measuring improvements.

The real test would come in the weeks that followed.

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5. THE RESULTS: A FOUR-WEEK MANUFACTURING TURNAROUND

When Earthwise of Kansas City implemented Extrusia in 2026, the company was facing a significant production backlog.

272 windows were already past their required completion dates.

For a custom window manufacturer, late production creates challenges throughout the business. Contractors face scheduling disruptions, installation dates become uncertain, and customer relationships can suffer.

Earthwise needed to improve manufacturing efficiency while continuing to meet incoming customer demand.

The results following Extrusia's implementation were significant.

FOUR WEEKS. THREE MEASURABLE RESULTS.

272 → 0

Late Windows Eliminated

Within four weeks of implementing Extrusia, Earthwise eliminated its entire backlog of 272 late windows.

The company returned to producing windows in accordance with their required dates.

+20%

Increase in Average Weekly Window Production

Following implementation, Earthwise increased its average weekly production volume by approximately 20% compared with its previous ERP environment.

0

Additional Production Employees

The production improvements were achieved with the same full-time-equivalent (FTE) production headcount.

Earthwise increased manufacturing output without expanding its production workforce.

BEFORE AND AFTER EXTRUSIA

Performance Metric	Before Extrusia	After Extrusia
Windows Past Required Date	272	0
Time to Eliminate Backlog	—	4 Weeks
Average Weekly Production	100% Baseline	120%
Production FTE Count	Baseline	Unchanged
Windows Produced per FTE	100% Baseline	120%
Production Schedule	Behind Schedule	On Schedule

MORE THAN AN ERP IMPLEMENTATION

The Earthwise experience demonstrates what can happen when manufacturing operations are supported by software designed around real production requirements.

Within four weeks of going live, Earthwise had eliminated its overdue production backlog.

Its existing workforce subsequently demonstrated the ability to produce approximately 20% more windows per week.

These improvements occurred following the implementation of Extrusia, alongside the company's ongoing operational improvements.

The results highlight the potential of combining integrated manufacturing workflows, real-time operational visibility, and automation.

Earthwise didn't hire more people to solve its production challenges. It improved how its existing team operated.

THE EARTHWISE OF KANSAS CITY CASE STUDY

272 Late Windows Eliminated in 4 Weeks.

20% Increase in Weekly Production.

Same Production Workforce.

EXTRUSIA — Built in a factory. Proven on the factory floor.

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6. ADMINISTRATIVE ROI

Giving Employees Their Time Back

Production improvements were only part of the story.

Earthwise also began measuring how much time Extrusia saved on routine administrative tasks.

The company compared the time required to complete specific processes in its previous environment against the same processes in Extrusia.

Measured Process Improvements

Administrative Process	Previous System	Extrusia	Improvement
Order Batching	5 minutes	2 minutes	60% faster
Accounts Receivable Processing	35 minutes	2 minutes	94% faster
Server Downtime	15 minutes	0 minutes observed	Downtime eliminated in measured example

These improvements become more meaningful when multiplied across repeated transactions.

Order Batching

With approximately 25 batching operations per week, reducing processing time from five minutes to two minutes saves:

75 minutes per week.

Accounts Receivable

With approximately four payment-processing events per week, reducing processing time from 35 minutes to two minutes saves:

132 minutes per week.

Combined Savings

These two processes alone account for:

207 minutes saved per week.

That represents approximately **3.45 hours of administrative time recovered every week**, before including other workflow improvements.

Over 52 weeks, the equivalent is approximately:

179 hours of administrative time annually.

These savings do not include improvements in production, reporting, customer communications, remote access, or other administrative processes.

And importantly, the measurements represent only a portion of the office operations.

The broader opportunity is considerably larger.

ROI: TRANSLATING OPERATIONAL GAINS INTO BUSINESS VALUE

The return on investment at Earthwise has two distinct dimensions: measurable office labor time recovered and additional manufacturing capacity achieved with unchanged production headcount. These benefits should be evaluated separately to avoid counting the same improvement twice.

Documented administrative time savings

Order batching: (5 - 2 minutes) x 25 weekly batches = 75 minutes saved per week. Accounts receivable: (35 - 2 minutes) x 4 weekly transactions = 132 minutes saved per week. Combined: 207 minutes, or 3.45 hours per week; approximately 179.4 hours per year at 52 weeks.

Illustrative annual labor value (not a measured cash saving): at a fully loaded office labor cost of $25, $35, or $45 per hour, 179.4 hours represent approximately $4,485, $6,279, or $8,073 of redeployable staff capacity, respectively. These are scenarios, not Earthwise payroll figures.

Manufacturing capacity and schedule recovery

Average weekly window output increased approximately 20% with no increase in production FTE count. Separately, the 272-window overdue backlog was eliminated within four weeks, and production returned to required-date scheduling. These outcomes have substantial operational value, but the case study does not establish the incremental contribution margin, total labor hours, or portion of the improvement attributable solely to the software.

Illustrative capacity formula: additional windows per week = pre-implementation average weekly volume x 20%. Potential annual contribution = additional windows sold x contribution margin per window, less any incremental variable costs not already included in that margin. This is an opportunity calculation, not a realized profit claim.

Measurement note: Administrative savings are extrapolated from the documented task times and weekly frequencies. Production and backlog outcomes are observed before-and-after results; they do not independently prove software-only causation.

7. REAL-WORLD AI APPLICATIONS

Moving Beyond AI as a Marketing Feature

Artificial intelligence is frequently discussed in the software industry.

At Earthwise, the objective was to make AI useful in daily operations.

Josie was designed to work with actual manufacturing and business information.

Rather than operating as a disconnected chatbot, Josie serves as an interface to the Extrusia environment.

Production Intelligence

Management can request production updates and identify orders requiring attention.

Order Management

Users can inquire about order status, production readiness, and shipping information without manually searching through multiple screens.

Accounts Receivable Automation

Extrusia can scan customer remittance information, identify the invoices associated with a payment, and assist with applying payments and applicable quick-pay discounts.

In one documented Earthwise example, this process saved approximately 30 minutes of manual administrative work.

Customer Quote Follow-Up

Josie can automate follow-up communications on outstanding customer quotes.

This reduces the need for employees to manually monitor and contact customers regarding every open proposal.

Marketing Automation

Extrusia's marketing capabilities can help create content and distribute it across supported social media channels.

For smaller manufacturers without dedicated marketing departments, these tools offer another opportunity to reduce administrative workload.

A Different Kind of ERP

The objective is not to replace employees.

It is to eliminate repetitive work so employees can focus on activities that create greater value.

Josie helps turn the ERP from a system employees must operate into a system that actively assists them.

8. THE DEALER EXPERIENCE

Making the Manufacturer Easier to Work With

Improving internal operations was only one objective.

Earthwise also wanted to improve the experience of its customers.

Dealer Connect gives contractors and dealers the ability to create quotes and place orders directly.

Customers no longer need to rely exclusively on telephone calls or emails to obtain pricing and submit routine orders.

Dealers can work when it is convenient for them, including evenings and weekends.

They can configure products, review pricing, and prepare professional proposals for their own customers.

The ordering process becomes more transparent, efficient, and convenient.

For Earthwise, the benefit is equally important.

Orders entered directly by dealers reduce duplicate data entry and help information move into the manufacturing process more efficiently.

The platform creates a more direct connection between the customer and the factory.

The goal: Make doing business with Earthwise as easy as possible.

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9. MANAGEMENT VISIBILITY

From Searching for Information to Acting on Information

Manufacturing leadership needs accurate information to make decisions.

Traditional ERP systems frequently contain the necessary data but make accessing and interpreting it unnecessarily difficult.

Extrusia LINK and Josie approach the problem differently.

Managers can monitor production progress, review business activity, and investigate exceptions using information from the integrated platform.

Rather than spending valuable time assembling reports, leadership can focus on addressing the conditions those reports reveal.

For a small or midsize manufacturer, this distinction is particularly important.

Management teams often perform multiple roles.

Reducing the time required to understand business conditions allows leadership to spend more time improving operations, supporting employees, and serving customers.

The benefit is not simply better reporting.

It is better access to information when decisions need to be made.

"We didn't build Extrusia because we wanted to become a software company. We built it because we were tired of adapting our manufacturing business to software that wasn't designed around the way we actually work. Today, we're producing approximately 20% more windows per week, and we're just beginning to understand what this platform can do."

— Jim White, Founder & CEO, Extrusia

10. WHY EARTHWISE BUILT EXTRUSIA

Manufacturing Experience Meets Software Development

Extrusia did not begin as a software company searching for an industry to serve.

It began inside a manufacturing company that needed better software.

The leadership behind Extrusia brought experience in programming, systems administration, construction, business operations, and manufacturing.

That combination created a different perspective on ERP design.

Instead of accepting traditional workflows simply because they were familiar, the development process began by questioning them.

Why should a routine process require so many steps?

Why should management have to search for information already contained in the system?

Why should dealers need to contact the manufacturer to perform simple transactions?

Why should employees spend time entering information that software could process automatically?

And perhaps most importantly:

Why should manufacturers have to change the way they operate to accommodate their ERP?

Extrusia was developed around the belief that software should adapt to the business, not the other way around.

Earthwise provided something that many software developers do not have:

A real manufacturing environment in which to test that philosophy every day.

11. LESSONS LEARNED

What the Implementation Demonstrated

The Earthwise experience offers several important lessons for manufacturers considering ERP modernization.

1. ERP Replacement Does Not Have to Stop Production

Earthwise achieved 95% of its previous weekly production average during its initial go-live week.

The transition required adjustments, but the company continued manufacturing.

2. Small Administrative Improvements Add Up

Saving three minutes on a routine process may not seem significant.

Multiplied across hundreds or thousands of transactions, these improvements can return substantial time to the business.

3. Production Performance Is the Ultimate Test

Software demonstrations are useful.

Actual manufacturing performance is more meaningful.

Earthwise's approximately 20% increase in average weekly window production provides an important operational benchmark.

4. AI Should Solve Real Business Problems

The value of Josie is not simply the ability to hold a conversation.

Its value comes from helping users retrieve information and complete work more efficiently.

5. Integration Matters

Dealer ordering, manufacturing, management reporting, accounts receivable, and AI are more valuable when they operate within a coordinated software environment.

6. Continuous Improvement Does Not End at Go-Live

Earthwise continues using its manufacturing operation to evaluate processes, identify opportunities, and improve Extrusia.

The system is not treated as a finished product that remains unchanged.

It is a platform that evolves alongside the business.

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12. THE BIGGER PICTURE

Built in a Factory. Proven in a Factory.

The Earthwise of Kansas City implementation represents more than a successful software transition.

It demonstrates a different approach to developing manufacturing technology.

Extrusia was not designed solely around theoretical workflows, focus groups, or software demonstrations.

It was developed within an operating window manufacturing business, where every feature could be evaluated against actual production requirements.

The results provide an early foundation for its broader commercial introduction.

Earthwise has demonstrated that a modern, integrated ERP can support daily manufacturing operations while creating measurable opportunities for greater efficiency.

The company has documented meaningful administrative time savings and increased average weekly production.

And it continues to explore additional opportunities through artificial intelligence, automation, and operational intelligence.

The long-term objective is straightforward:

Give window and door manufacturers access to software that helps them operate more efficiently, serve customers more effectively, and make better business decisions.

CONCLUSION

The Future of Manufacturing Software Is Already Running

Earthwise of Kansas City set out to solve a familiar manufacturing problem.

Its legacy software could support the business, but it was not delivering the efficiency, visibility, and automation the company believed were possible.

Rather than accept those limitations, Earthwise helped create an alternative.

Today, Extrusia supports its dealer relationships, manufacturing operations, financial processes, management reporting, and AI-assisted workflows.

The initial results demonstrate the potential:

20% higher average weekly window production.

95% of normal production during the initial go-live week.

Approximately 179 annual hours recovered from just two measured administrative processes.

And a unified software environment designed specifically for the demands of window and door manufacturing.

For manufacturers evaluating their next ERP system, the Earthwise experience offers a compelling example of what can happen when manufacturing knowledge and modern software development come together.

EXTRUSIA

Manufacturing Software. Reimagined.

Built by manufacturers. For manufacturers.

Learn more: extrusia.com

About Earthwise of Kansas City

Earthwise of Kansas City is a locally owned manufacturer of custom vinyl windows and patio doors and a member of the Earthwise Group. Operating in Kansas City, Missouri, the company serves dealers, contractors, builders, and homeowners with locally manufactured, energy-efficient products.

Website: earthwisekc.com

About Extrusia

Extrusia is an integrated software platform developed for window and door manufacturers. The suite combines Dealer Connect, manufacturing ERP, LINK management intelligence, and Josie, an AI-powered business assistant.

Developed and initially deployed within Earthwise of Kansas City's manufacturing operation, Extrusia is designed to simplify manufacturing workflows, improve visibility, automate repetitive tasks, and connect manufacturers with their customers.

Website: extrusia.com

Case Study | November 2026

Performance figures are based on Earthwise of Kansas City's internal operational measurements. Production comparisons reflect observed averages and should not be interpreted as a controlled measurement of software-only impact. Annual administrative savings are extrapolated from measured processing times and assumed transaction frequency.