



Finite Capacity, Infinite Possibility

How AtriCure reduced WIP, improved on-time delivery, and increased production capacity — with Rain Engineering and Scheduling Software.

40%

ON-TIME DELIVERY IMPROVEMENT

25%

REDUCTION IN WIP

10%

CAPACITY & PRODUCTIVITY GAIN

30 min

WEEKLY SCHEDULE —
DOWN FROM A FULL DAY

THE COMPANY

Innovative Devices. Complex Operations.

AtriCure is a fast growing medical device company producing clips, clamps, and cryo devices used in the treatment of atrial fibrillation and related cardiac conditions. Their devices are used in cardiac operating rooms around the world.

To keep up with demand, AtriCure runs 30 production and assembly work centers with close to 100 cross trained employees who move between centers based on product demand. Multi layer bills of materials, a mix of in house and outsourced sub assemblies, and product versions built for international markets made operations highly complex before scheduling even entered the picture.

Like most manufacturers, AtriCure was managing all of it with Excel spreadsheets. It was working. Barely. And with double-digit growth on the horizon, “barely working” wasn’t going to hold.

THE CHALLENGE

What Was Breaking Down

- › Weekly schedule took a full day to build and distribute — and was outdated by mid-week
- › No demand-based automatic sequencing — everything was manually prioritized
- › Material shortages were discovered too late to prevent delays
- › Personnel scheduling didn't account for skill-level requirements at each operation
- › ERP (Microsoft Dynamics GP) and scheduling had no automated data connection
- › WIP was piling up, tying up capital and floor space during growth

THE GOALS

What AtriCure Needed

- ✓ Reduce the time and effort to create and distribute the schedule
- ✓ Demand-based, automatic order sequencing
- ✓ Real-time schedule visibility — shared across the business instantly
- ✓ Predict material shortages and understand impact on delivery dates
- ✓ Schedule people based on skill-level requirements, not just availability
- ✓ Automatic data flow between ERP and the scheduling tool

THE SOLUTION

A Structured Process. A Connected System.

AtriCure did not just need software. They needed a partner who understood what it actually takes to build a schedule in a complex, multi resource environment. They invited Rain Engineering to evaluate the situation, help select the right tool, and lead the deployment.

Rain Engineering began by mapping how the existing schedule was being built, identifying friction points, and simplifying the process before touching any software. Once the requirements were documented and the future state process was designed, Rain Engineering implemented scheduling software and built a direct integration to Microsoft Dynamics GP. This eliminated the manual data transfer that had been draining hours every week.

The result was a new scheduling experience: demand driven sequencing, automated data flow, real time visibility into changes, and personnel assignments aligned with the skill requirements of each operation.

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Systems are complicated. You don't have to figure it all out alone. Results were better than anticipated.

— **CHUCK KIRKENDALL, SR. MANAGER, DEMAND PLANNING & INVENTORY MANAGEMENT AT ATRICURE**

THE RESULTS

40%

On-Time Delivery Improvement

Predicted material shortages, reduced quality hold times, and real-time schedule change impact analysis gave the team better insight before problems became missed shipments.

25%

Reduction in WIP Inventory

Even during a period of double-digit growth, AtriCure was able to more closely manage work-in-process — reducing the capital and floor space tied up in partially finished goods.

10%

Increase in Capacity & Productivity

Scheduling properly trained personnel and decreasing WIP opened up resource availability that was previously hidden by the chaos of manual planning.

30 min

Weekly Schedule — Down from a Full Day

When changes occur, front-line workers receive updated information instantly. The schedule that used to absorb an entire day is now a daily 30-minute review.

WHY RAIN ENGINEERING

Systems Are Complicated. You Don't Have to Figure It Out Alone.

Rain Engineering brought more than software expertise to AtriCure's project. They brought a structured process for understanding business goals first and technology second, along with the experience to recognize what "good" looks like when a scheduling implementation truly works.

The tools Rain Engineering brings to every engagement include diagnostics to understand what is happening on the shop floor, workshops and guided sessions to capture input from front line workers, optimization strategies to better leverage existing technology investments, and modernization plans for when it is time to move forward.

We Did It for AtriCure. We Can Do It for You.

If you're managing complex scheduling with spreadsheets — or with a system that isn't connected to the rest of your business — let's talk. No pressure, just a real conversation about your operation.

[Schedule a Conversation](#)

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