

InfoSight & Leonard Engineering

Case Study

Conducted by
Neil Dunn

Presented by
Kayla Hopkins

Leonard Engineering, based in Ballybay, Ireland, specializes in fabrication, structural steel design, detailing, welding, shot blasting, and protective coating. With over a century of experience, a highly skilled workforce, and state-of-the-art facilities, the company delivers top-quality steel solutions across commercial, industrial, pharmaceutical, healthcare, education, stadium, and energy sectors, with a strong focus on the data center industry, completing major projects across Europe.

Company Overview



LEONARD ENGINEERING
(BALLYBAY) LTD.





InfoSight Corporation specializes in industrial marking and tracking solutions. We design and manufacture high-performance identification tags, industrial tag printers, and marking systems that withstand extreme environments. Our innovative solutions serve industries such as steel fabrication, steel/aluminum mills, manufacturing, petrochemical, and life sciences, ensuring durable traceability and compliance.

Company Overview

How did Leonards find InfoSight?

Joe Leonard, owner of Leonard Engineering, was introduced to InfoSight through a recommendation from Luke Underwood at the Galvanizers Association.

This endorsement underscores the power of networking and the value of standing behind the quality of our products. Leonard Engineering's confidence in InfoSight was founded on the trust of a respected industry figure, demonstrating how crucial networking is in identifying reliable, effective solutions.

“Neil, if this solution is good, then most fabricators in Ireland will get to hear about it.

- Joe Leonard

**GALVANIZERS
ASSOCIATION**



Challenges & Objectives

Challenges

Steel product mix ups were becoming more common at the shop, during transport, and at client sites. Poor identification can be very costly and time consuming. Fixing errors typically involves sending personnel to job sites or galvanizing plants with drawings and tape measures to reidentify steel.

Process

Before utilizing InfoSight for tagging solutions, Leonard Engineering tracked steel by welding numbers onto the material, a time-consuming process that led to readability issues and inconsistencies.

Objectives

Leonard Engineering's objective was to find a product identification solution that was efficient, consistent, and delivered reliable results, regardless of who was applying the identification.

InfoSight's Solution:

LL3036 Printer & Kettle Plus EZ Tags



01

Continuous Improvement

Leonard Engineering is committed to improving their workflow through innovative solutions. Traditional methods, such as welding numbers onto steel, were inconsistent and dependent on individual skill.

InfoSight's LL3036 printer and KT Plus EZ Tags provided a reliable, high-quality alternative. By incorporating barcodes and data matrix codes, our advanced tagging system ensured precise, scannable identification for each component—something their previous solution lacked. This upgrade not only improved traceability but also streamlined operations, reducing errors and enhancing overall efficiency.

02

Cost and Time Savings

By implementing InfoSight's system, Leonard Engineering eliminated the need for onsite interventions to locate missing or misidentified steel.

The solution allowed for better organization and fewer errors, ultimately saving both time and money. Clear, consistent tagging ensured that products were delivered as intended, streamlining the entire process from fabrication to delivery.

03

Seamless Integration

To further enhance workflow efficiency, InfoSight's solution was easily integrated with Leonard Engineering's existing design software, Strucad and Tekla.

This integration allowed Leonard's to seamlessly transfer data from their design models directly to the tags, ensuring that each piece of steel was tagged accurately without additional manual input, making the entire system more efficient and accurate.

InfoSight's Solution in Action



Why Choose InfoSight?



Superior Quality

Superior Safety



Cost-Effective

- When compared to competitors, the quality of InfoSight tags were far superior. The durability and reliability of InfoSight tags ensured long-term performance in harsh environments making them the best option for Leonard Engineering's needs.
- One Competitors tag had dangerously sharp edges, posing a safety risk to both Leonard's team and their clients. With safety at top of mind, choosing a solution that minimized risk was essential. InfoSight's tags provided a safer alternative without compromising durability.
- Even with higher initial start-up costs, the overall price per tag was a significant differentiator once the hardware was in place. InfoSight's solution proved to be the most cost-effective choice over time, offering better value through increased performance and reduced risk of error.

Leonard Engineering's Experience with InfoSight



Met Expectations & Earned Trust

Early issues were resolved quickly and professionally. Leonard has already recommended InfoSight to other companies.



Commitment to Quality Service

InfoSight provides reliable support and responsiveness. Because of this, Leonard Engineering is confident in the solutions long-term benefits.



Room for Improvement?

Leonard Engineering's only suggestion: Lower Prices!

Final Thoughts from Leonard Engineering

"Marketing needs improvement. Having spent a lot of time searching for a solution, finding InfoSight was not easy. With the best solution for fabrication tags in the market, improving marketing efforts is a must."

Despite challenges in discovering InfoSight, Leonard Engineering stands by our products and highly recommends our printing and tagging solutions for the industry.