In this Use Case Study, we learn how a mid-sized Irish Manufacturer would benefit from powerful ERP functionalities should it deploy a fully-integrated Sage 200cloud solution from DB Computer Solutions.

A DB Computer Solutions Use Case Study
Surging Growth Requires More Power to Maintain Trajectory.

Integrated Sage 200cloud from DB Computer Solutions Delivers the Horsepower for More Acceleration

Snapshot

Industry: Manufacturing

Challenge

- Disparate accounting and financial systems yield low productivity and lost opportunity

- High production costs due to lost stock across multiple warehouses

- Legacy systems were not able to handle growing production schedules

Solutions: Integrated Sage 200 cloud

Benefits

- Improved manufacturing efficiency

- Elimination of manual accounting workflows for increased productivity

- Customer service levels drastically improved

- Sales cycles have shortened, with a jump in revenue and higher velocity of cashflow

- Increased Management insight for sound decisions based on real-time information

- Costs due to lost stock and purchasing of unnecessary supplies, has plummeted

- Future proofed

- High ROI

Challenge

The management team of an Irish-based manufacturing company was congratulating themselves. Their expansion strategy had exceeded all expectations. New regional Irish plants and distribution centres, as well as an expanded EU physical presence, had resulted in a 200% increase in revenues over a 20-month period. Unfortunately, expansion resulted in some unexpected challenges.

The company was operating at almost full capacity across all their manufacturing facilities. Accounting and finance systems couldn't handle expanded infrastructure. Some locations were using localized accounting and financial solutions while other locations were using different systems. Foreign transactions had to be entered manually. The legacy Bill of Materials System was creaking at the seams.

The company's operations team was complaining of missing stock, as well as an inability to locate parts across multiple warehouse locations. This impacted manufacturing efficiency and added to costs: the company was purchasing items they did not need, which was raising cost of sales.

Additional challenges made the situation more complex. Because of its unexpected growth, company management realized they had not planned as well as they should have. Customer data including orders, communications, contracts, sales histories, and similar were stored across a range of I.T. infrastructure, applications and locations. Sales personnel tended to use Excel spreadsheets to manually record orders, which were later transferred to Sales Order Processing, which would then be used for production scheduling. The result was a fall in customer service levels: many customer orders were late, or delivered with errors.

The lack of insightful business intelligence made things even worse. The management reporting systems couldn't keep up, which meant they didn't have the information to make the right decisions to correct the issues they faced.

In short: this manufacturer needed to take a breath, assess the situation, and come up with a solution that could tackle their numerous challenges.

The Solution

In this fictional use case study, this growing mid-level manufacturing company would partner with DB Computer Solutions to deploy a robust, fully-integrated hybrid cloud powered solution.

Sage 200cloud, integrated with Sage CRM, Sage BOM, Sage Manufacturing, Sage Barcode, and Service Manager for CRM, delivered ERP-like capabilities this company required to meet its present and future needs.

Sage 200cloud delivers the accounting and financial reporting requirements across the company's European footprint. Its multi-location / multi-currency capabilities dispenses with manual processes. With **Sage Barcode,** it also tracks all parts and other physical work in progress across all warehouse locations, enabling the company to quickly find items in specific warehouse bins and racking, no matter where they might be.

BOM for Manufacturing plans, schedules and allocates build requirements across the company's plants. MRP **(Materials Requirements Planning, a part of Sage Manufacturing)** drives tighter stock control by centralizing and examining all invoices, current orders, and current builds. With this information, it helps management answer questions like: "How much will parts cost?", "How long are the lead times for our suppliers?", "How many parts of each type do we need?", and critically, "What do we do if a preferred supplier has a lead time which is too long?" (Answer: MRP pulls up a list of alternative supplers).

MPS (Manufacturing Production Scheduling) accesses current orders to intelligently schedule production, which can include all lead times for any product being manufactured, supplier lead times, time for production, and recommends a production schedule to expedite manufacturing.

Integrated Sage CRM enables users to access all customer data via a single application window, while **Service Manager** has replaced manual sales systems with remote access, enabling sales personnel to send orders from anywhere, at anytime, thereby expediting manufacturing processes, order fulfilment, and invoicing, with a subsequent increase in sales and cashflow.

Sage Manufacturing can also be integrated with **Preactor,** a graphical planning interface. Working alongside MRP, users can analyse and run resource plans for all demands within Sage Manufacturing.

A variety of additional applications are also available to automate repetitive tasks, such as Customer Order Confirmation emails.

The integrated systems deliver powerful management insight due to Sage 200cloud's state of the art SQL database architecture as well as its hybrid-cloud capabilities. Management can access a variety of reports from anywhere on a 24/7 basis, with integrated MS Office 365.

The Benefits

- Improved manufacturing efficiency

- Many manual accounting workflows have been eliminated, increasing productivity

- Customer service levels have drastically improved due to shorter manufacturing cycles and accurate order deliveries

- Sales cycles have shortened, with a jump in revenue and higher velocity of cashflow, due to quick sales order processing

- Management insight, and the team's ability to consider sound decisions based on real-time information, has improved

- Costs due to lost stock and purchasing of unnecessary supplies, has plummeted

In short: The Sage 200cloud integrated solution would deliver results beyond the company's expectations.

DB Computer Solutions has the insight and experience required to recommend, install, and deliver the training required to help overcome difficult bottlenecks. Because these new systems are future-proofed, users will receive a high ROI from any investment.

For more information

Learn now an integrated Sage 200cloud solution can transform your business. Contact us now: