

Apparel Case Study

The Challenge

Our client is one of the largest personalised school wear manufacturers in the UK. They have manufacturing operations in the UK and Middle East with a sales turnover of approximately £9.4 million. They are experiencing year on year growth and employ approximately 70 staff.

The main challenge facing the organisation was the replacement of their existing out of date technology. This complex and technical requirement came with additional benefits however, as it allowed them to take additional advantage of improving the efficiencies and working practices of the business.

The Solution

The company commissioned Galena ERP to complete an independent review of the existing information systems and working practices. This review included a specification for a replacement system that would allow the company to meet its vision of;

- Having a fully integrated system Improving productivity and working practices
- Improving control, management and analysis
- Improving control, management, planning and visibility of resources and logistics
- Improving material procurement planning and forecasting
- Improve efficiency and speed of response of the information systems
- Allow the introduction of new Shop Floor Data Capture Systems (SDFC)
- The system needs to be easy to use and manage
- Ability to track and trace Garments
- Ability to store documents within the system

Galena ERP managed and coordinated the selection process with the client to ensure the most appropriate software and vendors were involved . The final documentation of requirements for the new system were compiled into a sixty page specification document, which was circulated to a short list of vendors. This process involved two rounds of selection, from an original list of six suppliers, using a comprehensive system selection process - a weighting scoring mechanism across a number of key aspects of selection including cost, functionality, implementation approach, project team etc.

The Result

The system selection process provided the client with the information, the justification and the structure required to make a confident and commercially informed decision. Their investment in the correct technology for their business has also reduced the risk of selecting an inappropriate solution, which could have led to significant implementation issues and costly delays. The outsourcing of this activity allowed an impartial analysis to take place and allow the organisation to continue its daily activities with minimal interruption.

Our client has now successfully implemented the recommended solution on time and in budget.

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