

The Challenge

Our client is one of the UK's leading specialists in the provision of integrated engineering systems and plant. The company supplies front end design and feasibility studies, detailed design and development, manufacturing, assembly and works testing, site installation, and commissioning, of specific items of equipment as well as fully integrated turnkey plants. The company employs 200 staff, with a £200 Million turnover.

The main challenge facing the company was to improve the internal efficiencies of the business, increase the management and control of projects (with a special regard to customer led changes), and improve management decision making through more accurate and timely information.

The Solution

The company commissioned Galena ERP to complete an independent review of the existing information systems and their working practices. This review included a specification for a replacement system that would allow the company to address the following key areas;

- Increasing productivity by reducing duplicate data entry.
- Increasing the control and measurement of changes.
- Improving the visibility of the capacity and management of resources.
- Increasing the speed and accuracy of the sales estimating process.
- Provide the planning department with tools to allow them to speed up the process.
- Providing the Project department with seamless integration with all the other departments.
- Provide accurate and timely information for improved management decisions.

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 four 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.

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