

Manufacturing Case Study

The Challenge

Our client manufacture and supply Hardfacing materials to the Oil and Gas industry worldwide. They are located in South Yorkshire and employ 50 staff with a turnover exceeding £4.5 Million.

The main challenge the company was facing was in the form of rapid growth. This meant that a number of core systems being used by the company could no longer cope. Having identified that they needed to improve efficiencies and working practices a decision was made to replace the existing IT systems. This led to the second main challenge;

How do we decide on the most appropriate system for our 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 address the following key areas;

- Eliminate islands of information and duplicate data entry
- Improve production and purchasing planning through the introduction of MRP
- Implement Customer Relationship Management (CRM) across the organisation
- Improve cost analysis and financial reporting
- Reduce paper based systems and spreadsheets
- Improve efficiency and speed of response of the information systems.

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 seven 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.

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

Galena ERP
25 Lancaster Road
Salford, M6 8AQ

T. +44 (0)870 803 4556
F. +44 (0)870 803 4557

E. sales@galenaerp.com
W: www.galenaerp.com