Kerridge
Commercial Systems

K8 has paid for itself through tighter control

Founded in 1946, family-owned Haldane Fisher Ltd is one of the UK's leading independent suppliers to the construction industry. Serving the trade and general public as well as operating a timber business,with fifteen branches in Northern Ireland, England and the Isle of Man.

HALDANE FISHER
LEADERS IN TIMBER, BUILDING AND PLUMBING SUPPLIES

Results

- Complete control of timber machining and stock

- Fast efficient stocktaking less operational impact

- Cross-branch stock visibility and efficient trading

- Faster accounts reconciliations and issue resolution

- Reduced working capital, saves interest charges

- Business growth easily accommodated

Background

"The company had grown through acquisition and had three separate character based computer systems and wished to consolidate them onto one system. One of the solutions was reaching end-of-life and the other had limited functionality with no clear future development plan," says IT manager Mary Hannaway.

Time for change

A new package-based solution was needed for the branches as well as for a substantial timber importing, machining and exporting business involving multiple currencies. Introducing sophisticated credit control and improved management information without increased administration was essential.

"We required an integrated software solution and put considerable emphasis on the links to the nominal ledger. So we set out to find the best of breed software package to fit our market," says Ms Hannaway. "The company views its suppliers as partners in growth and as such required an IT partner who could demonstrate financial strength and a long term development strategy."

The right choice

Backed by the "depth and knowledge" of the Kerridge Commercial Systems' consultants, K8 provided the best fit. Project managed by Kerridge Commercial Systems to an agreed timetable, the implementation included business analysis and configuration. Bespoke K8 development was undertaken for the timber business with the new features since added to the core product and influencing the development road map. The existing data was transferred using K8's import facility and 'train the trainer' training supplemented with post-implementation support.

Benefits of K8

K8 is now used by more than 200 people. Its easy-to-use graphical interface is usefully enhanced by multiple open session support for increased productivity. The benefits include electronic document management for online access to invoices and signed delivery notes, automatic debtor letters and debtor exposure analysis. Timely operational reporting on outstanding orders, load scheduling and sawmill machining is also appreciated. As a result, customer service has been speeded up while reducing

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>
> - Mary Hannaway, IT manager, Haldane Fisher

the cost of providing the information. K8's fully-integrated system for nominal ledger posting has also saved much time "We used to spend several days a month carrying out manual reconciliations," says Ms Hannaway. "The reconciliation of our sales ledger and purchase ledger to the nominal ledger is now a breeze."

Each branch can also view each other's stock, helping to encourage inter-branch trading - now easier to reconcile for better customer service or reduced stock holdings. Margin traps ensure tight sales control and even stock taking checks are quicker.

Management decision-making has been transformed by up-to-the-minute screen access to sales, purchase and stock information. Meetings are now held around a screen rather than paper reports, enabling details to be drilled down when required. K8 has paid for itself through tighter control of stock, debtors and creditors, proving particularly valuable as the company strived to reduce working capital during the recession.

As Haldane Fisher Ltd has expanded, adding new branches or companies within K8 has been straight forward thanks to the right advice.

"Kerridge Commercial Systems as a company is a very professional organisation. The experience of their consultants is not to be underestimated," says Ms Hannaway.

Futures

Future plans include electronic data interchange (EDI) for receiving purchase invoices along with hand-held computers for goods receipts, stock checking and picking. K8's workplace module, allowing role-based access and information views, is also being considered.

Highlights

- Transformed decision-making processes

- Less paper work – more up-to-the minute on screen data

- Drill down facilities as required

About Kerridge Commercial Systems (KCS)

We provide specialist software, services and support to deliver fully integrated trading and business management solutions to distributive trades customers, large and small – wherever they are in the world. Immersed in the distributive trades for over 35 years, our technical experts are thought leaders in trading and management technology, and our innovative and flexible approach ensures our customers partner with us for the long-term.

Our mission is simple: to design and deliver high performance, integrated ERP solutions that enable our distributive trade customers to source effectively, stock efficiently, sell profitably and service competitively.

Contact Kerridge Commercial Systems

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