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“ Being able to view live, up to date information on our business is a great advantage and enhances our ability to make sound business decisions ”

Michael Varty

Managing Director, Crosbie Casco Group

Case Study - Crosbie Casco Group

A recipe for success from Elite Business Services

company profile

Industry

Manufacturing - High Performance Paints & Coatings

About Crosbie Casco Group

With manufacturing facilities in Wolverhampton and Manchester Crosbie Casco provide specialist paints and coatings around the world. From football stadiums to power stations they provide the coatings needed to protect and enhance structures dependant on their use and environment.

Solution

Access Dimensions

Number of Users

15

Number of Employees

UK 70

Key Modules

- Core Ledgers
- Stock Control
- Formulation/Recipe Management
- Bill of Materials/Multi-Level Assemblies
- Works Order Processing
- Multi-Locations (Sub Analysis)
- Price Matrix
- Sales Order Processing & Invoicing
- EC-SSD/Intrastat
- CRM, Prospect Manager
- Microsoft Office Integration

For further information about Crosbie Casco Group, please visit their website: www.crosbie-casco.co.uk





access

the ultimate solution
for growing business

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Company History

Crosbie Coatings was formed in 1875 in Wolverhampton and was bought in 1970 by the Varty family who later acquired Williams Casco, a high performance coatings manufacturer. The company formed by this merger has given Crosbie Casco the breadth of expertise to put them at the forefront of the industrial paints and coatings industry. Today, they are thriving and growing with manufacturing facilities in Wolverhampton and Manchester, they provide paints and coatings around the world enhancing the likes of St James Park, home of Newcastle United, the Millennium Dome and the National Exhibition Centre.

The Challenge

Crosbie Casco needed to look for a new accounting and business management solution to help them with both modernising their I.T and also in meeting some key business challenges. Their existing system comprised of an aging Sage Line 50 package and a bespoke, DOS based formulation system. The formulation system was coming to the end of its life, was no longer supported and could not be developed. The two systems were not integrated with each other, meaning that stock visibility was extremely limited. Crosbie Casco operates from sites in both Manchester and Wolverhampton and their I.T was not integrated across the two sites so much time was taken re-keying information from Manchester into the systems in Wolverhampton. It was also very difficult to see what raw materials and finished stock was held at each location. In previous years Crosbie Casco had virtually doubled in size, however their existing software was not scaleable and could not support them

The Solution

Crosbie Casco decided to look for a solution that could support their business and grow with them. They narrowed their selection down to a shortlist of SAP Business 1 and Access Dimensions to be implemented and supported by Elite Business Services. The superior flexibility and integration capabilities of Access Dimensions provided the solution that Crosbie Casco needed. Elite Business Services were also able to offer Crosbie Casco an integrated formulation module.

Realising the Benefits

An Integrated Solution

Crosbie Casco have benefited greatly from having one integrated solution, Group Managing Director Michael Varty explains, "The formulation system integrates directly with Dimensions Bill of Materials and Works Order Processing, ensuring tight linkage between accounts and manufacturing. This gives us real time information on stock, with Dimensions we can cut costs by ensuring that we don't hold excess raw materials and don't over manufacture, this reduces wastage."

Managing Across Two Sites

Crosbie Casco's new Access Dimensions solution has greatly enhanced their ability to manage the business as a whole. Managers on either site can readily see what's happening on both sites and use this information to plan production. Michael Varty continues, "by better scheduling production we are able to improve our services to our customer as it is far easier to determine when the production run for a given product will take place."

More Purchasing Power

Quick and easy access to purchasing information from both Manchester and Wolverhampton has allowed the management team to identify their best suppliers at any given time, Michael Varty explains, "There can be a difference in the prices being paid for raw materials between our two sites, now we can see this and use the information to either negotiate better rates or switch the purchasing of a product to the most cost effective supplier."

Improved Reporting

Access Dimensions offers extensive reporting capabilities in a number of formats so that Crosbie Casco's management always have the information they need to hand. Michael Varty highlights the key benefits, "Being able to view live, up to date information on our business is a great advantage, and enhances our ability to make sound business decisions. For example in a couple of minutes we can see all information regarding our costings, this previously took two people an hour a day."

Better Customer Service

As Crosbie Casco now have better information they are able to provide their customers with a better service. Michael Varty explains, "everyone can see more of the whole picture, making it much easier to give our customers information about how their orders are progressing, sales staff no longer need to chase production staff for information to give to customers."

Dimensions has also enabled Crosbie Casco to streamline costing, previously each invoice was costed from scratch now the Dimensions price matrix allows customer specific information to be held and applied to invoices, so that pricing is consistent for each customer and their formulations, credit terms and discounts are automatically applied to their invoices.

For the Future

Although Crosbie Casco is already realising the benefits of Access Dimensions Michael Varty is looking forward to even more, "I expect that this year our annual stock take will be far easier than normal as Dimensions allows for multiple locations, I'm also planning on using the functionality in Dimensions to strengthen credit control and streamline invoicing through the use of the integrated e-mail and fax facilities."

