

## Manufacturing Industry

### Company Background

Manufacturer of a new generation of clinical waste containers

### Geographical Area

United Kingdom

### System

Mamut Enterprise

### Total employees

3 employees

### Total users

2 users

### Why the company chose Mamut

- Mamut is a complete all in one business solution
- Mamut has an inbuilt web site and web shop creator
- Mamut provides excellent value for money

### Benefits gained from Mamut Enterprise

- orders are received via the web with no rekeying
- improved customer service and response times
- now pick, pack and dispatch with more time spent on marketing

### Installation

Q1 2007

## Environmentally friendly Bio-bin<sup>®</sup> Company chooses fully integrated business software



**E**conix Limited manufactures and sells the worldwide patented Bio-bin<sup>®</sup> which is a new generation of clinical waste container designed to be cheaper and more environmentally friendly than the traditional plastic bins currently used in hospitals and laboratories to collect clinical waste.

As well as being cheaper to buy, the paper Bio-bin<sup>®</sup> is also cheaper to incinerate than its plastic counterpart. The Bio-bin<sup>®</sup> is also much better for the environment and considerably reduces the amount of plastic being incinerated every year

### The reasons for changing software

Nic Wood the Managing Director of Econix was previously using an accounting package and was looking for a web developer to create a web site and web shop where customers could place orders for the Bio-bin<sup>®</sup> and also make payments on-line. Nic was then looking for the web shop to be integrated with his accounting software to cover order fulfilment, stock management and accounting.

[www.econix.co.uk](http://www.econix.co.uk)

Continued ►►

## The solution

Rather than write a web shop the IAAITC Member Firm suggested that Nic replace his accounts package with Mamut Enterprise a single, cost effective all in one business package which not only handles his stock and accounting but also all of his customer service and marketing.

In addition, a web site and web shop can also be created from within the Mamut software, all from one fully integrated software package working in one database. Taking account of all the features in the software and the value for money Nic chose Mamut Enterprise.

## The benefits of the new software solution

- Using the software Nic has created his own web site and web shop at [www.econix.co.uk](http://www.econix.co.uk)
- Customers are able to learn about Nic's revolutionary product on the web site
- Orders are placed and paid for on-line
- Web orders are seamlessly downloaded into the Mamut software and the system also posts the accounting transactions
- There is no data re-keying. All Nic and his staff have to do is to "pick, pack and despatch"
- Mamut leaves them more time for sales and marketing which again is carried out from within the same software package
- Customers including distributors are able to log on via the Mamut web shop, check stock availability, see their own customer specific prices and place orders.

Nic at Econix said "Mamut is great software for small businesses like mine and because it scales to also meet the needs of bigger businesses I know I have made the right choice. I have recently received my first order from the NHS and in the future we will have to transact our paperwork with the NHS via EDI. Mamut can handle all this for me so as I grow I can still use the same software which is going to save me a lot of money and more importantly time."

Econix had two options with Mamut, they could either integrate a bespoke web shop into Mamut or use Mamut to create the shop and site. Because Econix did not have an existing web shop and Mamut provided the required functionality very cost effectively it made sense for Econix to create the web site and shop from within Mamut.



**IAAITC**  
MEMBER FIRM

**This Mamut installation was supplied and implemented by an IAAITC Member Firm .**

The IAAITC (International Association of Accountants Innovation & Technology Consultants) is a network of independent accountancy firms throughout the UK.

If you would like more information about how the Mamut product range could help improve your business, or more general independent IT advice then please contact the IAAITC for details of your nearest IAAITC Member Firm.

E: [mamut@iaaitc.org](mailto:mamut@iaaitc.org)  
W: [www.iaaitc.org](http://www.iaaitc.org)