

Industrial plastics wholesaler

Company Background

Industrial plastics wholesaler selling plastic wall cladding and strip curtains

Geographical Area

Sheffield

System

Mamut Enterprise

Total employees

9 employees

Total users

9 users

Why the company chose Mamut

- Mamut is a fully integrated business system which saves time
- Mamut has all the functions required – CRM, stock, e-commerce, sales management and accounting
- Mamut is very competitively priced

Benefits gained from Mamut Enterprise

- handling significantly more work with less staff
- improved customer service and response times
- more efficient administration – with no data re-keying
- now analyse marketing campaigns to improve return on spend

Installation

Q1 2007

IT investment helps Sheffield based Industrial Plastics Solutions to substantially increase turnover and reduce staff levels by 25%



Industrial Plastics Solutions Limited



Industrial Plastics Solutions Limited (IPSL) sells a range of plastic products including wall cladding for hygienic surfaces such as kitchens and takeaways and plastic strip curtains for industrial areas.

The reasons for implementing new software

Alan Matchett, one of IPSL's directors was looking for a software solution to help his business to grow. Alan needed a solution which covered every aspect of his business including marketing and tele sales, order entry, e-commerce, stock control, purchasing and accounting.



www.ipsluk.co.uk

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The solution

After looking at a number of mid-range systems IPSL chose Mamut Enterprise a single database, fully integrated software solution. The implementation project, installation, configuration, data transfer and training was all handled by a local IAAITC Member Firm.

The benefits of the new software solution

Alan Matchett sums up the benefits by saying “Mamut helps us to be extremely efficient and give excellent customer service. We also have reliable management information both financial and also commercial so that we know where we are going before we get there. We know our profitability, our future cash flow and even more importantly the number of enquiries, quotations and orders at any one time.

This means that we not only know the position as of today but also how we will be performing in a month or two months time. This is extremely important as it allows us to make sure we are spending our marketing time and budget in the right places ahead of time rather than looking back at the historical data 1 or two months after the event and then making changes which then take another 2 months to take effect.”

Alan Matchett went on to say “The training and implementation was very good, underpinned by excellent knowledge of the Mamut software”.

The benefits of the Mamut solution include:

- IPSL are handling significantly more enquiries and business but with 2½ less staff
- Data re-keying has been eliminated
- Web enquiries are integrated with Mamut so that a new prospect keys his contact details onto the web site along with his request such as for a brochure or samples and the Mamut software automatically sets up a contact card and a task for the relevant person at IPSL to handle the request
- Marketing campaigns are now measured and analysed quickly and the marketing spend is much more effective
- IPSL have monthly profit and loss and cash flow information within 2 to 3 days of the end of the month. They transact their business on Mamut and much of the accounting is dealt with by Mamut in the background
- Customer service and response times have improved through having instant access to all customer information, IPSL know for example:
 - Whether goods they are quoting for are in stock
 - The margin on the line item and whole quote
 - They know who said what and when
 - What the customer ordered, how much he paid, what orders are awaiting despatch
 - What quotes are outstanding and how much money the customer currently owes

The IAAITC Member Firm logo consists of a stylized graphic of a rainbow-colored grid of squares that tapers to the right. Below this graphic, the letters 'IAAITC' are written in a large, bold, sans-serif font, with each letter filled with a different color from the rainbow. Underneath, the words 'MEMBER FIRM' are written in a smaller, bold, black, sans-serif font.

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.

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