

## Sherborne accelerates business growth with Unity

Furniture manufacturer Sherborne has continued to grow its business with assistance from ongoing investment in the Unity solution from Sanderson. By using Unity to manage its production processes, Sherborne is able to offer 100% on time delivery service for its comprehensive portfolio of standard and made-to-order upholstered furniture.

### Background

Based in Clayton, near Bradford, Sherborne started out as a small family run business and has been manufacturing furniture since 1930. The company began using Sanderson solutions in 1984, when a system was purchased to help produce a then modest range of furniture for high street stores and specialist UK retailers. Twenty years on and the business is now one of the most successful upholstery companies in the United Kingdom. During this time the business has altered to meet changing demands of the market and is dependent upon more intuitive software to support the manufacture of a wider range of sophisticated products, within very competitive markets and demanding timescales.

### Cutting repetition and providing visibility

According to Andrew Sparkes, Sherborne's Financial Director:

"As the business grew we needed software that would interpret our data more intelligently. For example, we can have up to 150 individual fabrics for any one chair and therefore needed a system that eliminates opportunities for duplication in the manufacturing process.

We also needed to view production from beginning to end, providing increased visibility so that we could schedule manufacturing accurately, improve the availability of raw materials and align scheduling with production capacity. Having looked at competitive software it was clear that Unity was the system to ensure production timescales and deadlines would be met."

Unity is a comprehensive, fully integrated ERP solution that utilises advanced technology to provide control and visibility across an entire organisation. Unity can be configured to meet the demands of a range of manufacturing styles, offering fully integratable or standalone software modules that manage sales, the supply chain, stock control, customer relations, business online and financial processes. Together, these modules provide a seamless exchange of information and data across the business, improving collaboration between internal departments, customers and suppliers. For existing clients like Sherborne, Unity is backward compatible with previous Sanderson solutions.

## Solution Summary



### Customer Profile

- Furniture manufacturer

### Challenge

- Create production processes and upgrade IT system that can support a wider product range and changing market requirements

### Solution

- Implement Unity to further integrate business processes and increase visibility across production

### Benefits

- Automatic order processing, upon receipt
- Instant creation of order schedules, ensuring 100% delivery service
- Live stock control maximises availability of raw material, as required
- Complete visibility of production processes and order progress
- Elimination of duplicate data entry
- Flexible software means that future enhancements can be added at any time

## Live scheduling and stock assignment

As a centralised business management system, the Unity modules used by Sherborne control and manage operational processes, delivering real-time information and complete visibility across the organisation. Incoming orders, which were previously batched and processed overnight, are now entered directly onto the system as soon as they come in. The system automatically sorts the details into schedules, which are pulled off the system daily enabling staff to plan production to meet delivery dates.

Raw materials are assigned to each order at the time of entry and because stock control is live, Sherborne is notified when to order materials in time for the start of manufacturing. Historically this had been an issue for the company, delays in raw materials had jeopardised the meeting of order delivery dates.

By using Unity, Sherborne can now introduce new design and pattern details to the product range using the system, without duplicating data entry. Thanks to Unity's configuration software, common data, such as the basic product design can be interpreted and matched to a standard list of raw materials.

## Good customer relations and better manpower management

Visibility across production means that order progress can be instantly viewed at any time. Previous problems, such as over capacity, are eliminated through real time scheduling, whilst manufacturing problems are identified and dealt with immediately.

With the main system installed, Sherborne will start implementing plans for enhancing its Unity system to further improve specific business areas. The company will shortly install Unity digital imaging that will allow external documentation, such as customer orders, supplier orders, invoices and delivery notes, to be scanned and stored centrally on the system. This will provide Sherborne with full customer and supplier records, which can be accessed at the touch of a button. Staff will handle queries more effectively and their time will be more productive, for example in gaining new sales.

Commenting on the results, Andrew Sparkes said:

"Without good production processes, our ability to provide a wide range of products and deliver these on time, would be impossible. Unity has allowed us to achieve this. Furthermore, the flexibility of the software means we can continually upgrade and improve the system to provide us with greater efficiency and capability well into the future"



*Synchronised order processing & scheduling allows Sherborne to achieve 100% delivery*



*Order progress can be viewed instantly*



*Staff time can be spent more productively - gaining new sales*

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