

# 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.**



Based in Clayton, near Bradford, Sherborne has been manufacturing furniture since 1930. They began using Sanderson solutions in 1984 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 UK. The business has altered to meet changing market demands and is dependent upon intuitive software to support the manufacture of a wider range of sophisticated products.

## 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 areas of 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 can be configured to meet the demands of a range of manufacturing styles, offering fully integrated or standalone software modules that manage sales, supply chain, stock, 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.

## 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 are now entered directly onto the system as soon as they come in and details are automatically sorted into schedules, 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 manufacture. 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, 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.

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 – providing full customer and supplier records, which can be accessed at the touch of a button. Staff will have information to handle queries more effectively and their time will be more productive.

Commenting on the results, Andrew Sparkes said: "Without good production processes, our ability to provide a wide range of products and deliver 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."

Sanderson is one of the largest and most experienced publicly owned UK software providers, supporting businesses across a range of vertical markets

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Sanderson has other offices in Bristol, Batley, Bradford and Swanmore



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# enterprise

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## Sanderson acquires two new companies

**Following the listing to the Alternative Investment Market (AIM) in December 2004, Sanderson has completed two successful acquisitions of UK based companies, Progressive Computer Systems Limited (PCSL) and Megabyte Limited (Megabyte).**

Based in Batley, West Yorkshire, PCSL is a provider of browser based software solutions to commercial and retail organisations in the UK. Since the acquisition last year the company has been fully marketed with the Sanderson brand and now trades under the name of Sanderson PCSL Limited. The acquisition complements the position of Sanderson in its UK target markets and provides PCSL with the strength of the Sanderson brand to develop new business opportunities.

The second acquisition, of Megabyte Limited, has further extended the Sanderson

name and product offerings within the growing multi-channel retail market. The Megabyte solution MIDAS is a comprehensive retail management system for multi channel retailers. The company now trades as Sanderson Retail Solutions (SRS) and along with Sanderson PCSL will enhance the activities of existing Sanderson businesses, with a number of cross selling opportunities to be explored.

Sanderson recently announced interim results for 2006, commenting on the results, Executive Chairman Christopher Winn said: "The acquisitions of Sanderson Retail



Systems and PCSL in the last twelve months have provided the opportunity to reposition the Sanderson Group, which now addresses two principle market sectors – Multi Channel Sales and Manufacturing. Further acquisitions are being actively developed."

## Selectus invests in Unity

**Narrow fabric manufacturer, Selectus has chosen the Sanderson Unity ERP solution to run its business. Selectus required a dynamic business management system to reduce costs, ensure operational control and cut the risk of errors. By using the Unity ERP solution to manage production and order processes, Selectus is now in a better position to control its entire operational processes.**

Based in Stoke on Trent, Selectus designs and manufactures fabrics and ribbons for functional and decorative products aimed at markets ranging from automotive, industrial and technical, to fashion and craft. The company's dedicated R&D section undertakes product design and offers bespoke manufacturing of narrow fabrics alongside a vast range of decorative ribbons and trimmings.

After a comprehensive evaluation, Selectus chose the Unity solution for its ability to improve operations throughout the entire company, delivering benefits within all key areas of the business. In the weaving work

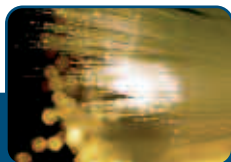
centres Unity will improve planning, stock accuracy and labour performance. It will also enable customers to place orders through web portals and track individual order progression.

Implementation of the Sanderson solution will provide Selectus with key management control tools that will enable increased profitability to be achieved through enhanced and proactive planning. Unity will seamlessly absorb existing manufacturing processes at Selectus, protecting current investments and improving efficiency, which will subsequently increase company turnover through service excellence.

### Profit and control

Simon Senn, QA & IT Manager, for Selectus explains: "We chose the Unity solution from Sanderson primarily for its ability to initiate an upturn in company profitability by providing increased operational control whilst simultaneously allowing us to improve and build on our relationships with both existing and new customers. Sanderson has the experience and ability to understand our requirements within a manufacturing environment"

Flexible and powerful, Unity streamlines key operational processes to increase efficiency, eliminate waste and reduce costs. Unity will provide a cost effective replacement for Selectus's previous outgrown system and enable the company to increase both its capability and functionality, to meet ambitious growth targets for the future.



## Continuing business success

**Sanderson continues to acquire new customers within all market sectors whilst maintaining relationships with existing customers who have further invested in Sanderson software. Below is a selection of new contracts from across the Sanderson business.**

In food and processing **Aimia Foods**, **Newly Weds Foods** and **Edward Billington & Sons Ltd** have all recently upgraded their servers to the new Power5 IBM pSeries, preparing them for anticipated business growth. Aimia and Edward Billington are also now running the Business Resilience module to safeguard their businesses against system downtime.

**Thomas Tunnock** has joined other food and processing customers who have endeavoured to reduce wastage and remove paperwork from the production area by using the innovative integrated weighing system.

**Taste Tech Ltd** and **Claremont Ingredients Ltd** selected Sanderson SBS (Small Business Solution) to streamline their current operations whilst providing the functionality required as

their businesses grow. SBS provides Taste Tech and Claremont with the traceability they need to comply with new legislation.

Wholesalers **CIMMANDIS** continue to invest in the Swords Wholesale Distribution solution having placed an order to replace its servers to further boost performance levels. **Oakley's Frozen Foods** have also chosen the Swords solution which now allows them to manage accounts in-house, track and analyse customer purchases and facilitate effective stock management.

**Parcelnet**, a member of the world wide Otto group have chosen the Unity Mail Order solution to help them grow their fulfilment business. Unity integrates all company processes from sales order processing, pick and despatch to purchase order processing, stock

control and financials. The flexibility of Unity allows Parcelnet to tailor these processes to reflect the activity of individual clients.

Expanding arts and crafts stockist, **Specialist Crafts** has implemented Unity in the UK & Ireland and at sister companies **Homecrafts** and **Berol** to manage their entire sales process with a single solution.

**Howard S Cooke & Co** have continued their investment in Unity with the Time & Attendance module. The module improves business security and strengthens control of employee and visitor time, attendance and access.

Sanderson has recently completed the implementation of Unity ERP at **MRP Electronics**, generating benefits across all key areas of the business. Whilst long standing customer, **Sherborne Upholstery** now use Unity to manage production processes in order to achieve 100% on time delivery. You can read more about these customer stories on pages 3 and 4.

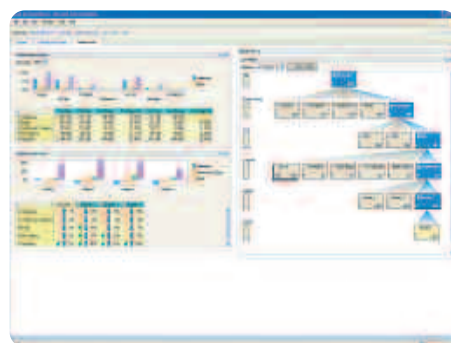
## Sanderson embraces Business Intelligence

**Business Intelligence (BI) is a powerful new module designed to provide easily accessible management information instantly to users across an organisation. Maintaining a complete overview of business operations, the software facilitates well informed management level decisions and provides Key Performance Indicators (KPIs) to senior management in an easy to use, intuitive way.**

Sanderson BI comparatively analyses both historical and current business

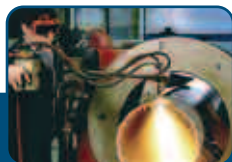
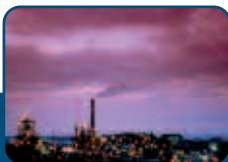
information, providing a complete on-screen overview of business. Sanderson BI can be viewed via a browser, is easy to use and can be tailored to address particular business needs. Whether in production, sales or financials, this powerful tool can help to provide valuable information on buying patterns, wastage yields and business performance. The module also supports dynamic updates to software packages such as Excel which drives further efficiencies.

Senior management and production personnel can access agreed



information remotely within the Business Intelligence system via a web link. This provides 24 hour visibility of information allowing informed business decisions to be made anytime, anywhere.

**To find out more about Business Intelligence, please contact the marketing team on 024 7655 5466 or email [info@sanderson.com](mailto:info@sanderson.com)**



## Is your business resilient enough?

**Businesses today operate in a volatile environment where unanticipated events make operational processes vulnerable. Incidents that result in system downtime adversely affect a business' ability to deliver products and services on time. The threat of disruption has sparked a trend in supply chain auditing, with many companies demanding evidence of 'disaster' recovery plans from their suppliers. Manufacturers who are unable to demonstrate sufficient contingency plans risk losing valuable contracts.**

A recent survey by a leading industry journal reports that most manufacturing businesses are deficient in their security and continuity plans. Increasingly, insurance companies are looking for more adequate measures and evidence that organisations are protecting themselves from unforeseen circumstances.

To safeguard against downtime and protect business processes, Sanderson has developed the Business Continuity module.



The module ensures that, in the event of system downtime, businesses continue to operate efficiently by using a 'slave' server. Such contingency plans not only demonstrate commitment and assurance to key suppliers; they also deliver real stability to business operations.

By addressing the issues of disaster recovery, companies can benefit from a strengthened IT infrastructure ensuring optimal security and performance of the organisation as well as reduced and controlled IT costs.

## MRP Electronics powers up with Unity

**The UK electronics market has become increasingly competitive due to technological advances and accelerated speed of new product introduction. Coupled with the issue of globalisation and low cost foreign competition, UK companies are, not surprisingly, feeling the pressure to perform.**

As a leading contract electronics manufacturer specialising in surface mount PCB assembly, MRP Electronics has responded to tough market conditions by initiating a continuous investment programme to further define and differentiate the company's market position. The primary objective is to improve operational efficiency so that the company is ideally placed to continue their plans for growth and expansion.

Implementation of the Unity ERP solution has generated benefits across all key areas of the business, offering a single integrated system managed by one central database. The single solution has enabled MRP electronics to increase operational efficiency and response to both customer and business requirements, helping the company to become more agile and flexible. One significant area of improvement has

been manufacturing and purchase planning. The company now uses Unity modules to manage production planning, capacity planning, master scheduling and purchase planning.

Paul Beastall, Finance Director, MRP Electronics, explains: "We wanted a system that could provide us with functionality in excess of our immediate requirements in order to cope with ambitious business expansion plans. We have already begun to see the practical benefits of Unity. The integrated system has removed the duplication of tasks on separate databases and automated a great deal of time-consuming manual processes. One of the major benefits of the Unity solution, is the facility to add further modules as the company grows, enabling us to develop a long term relationship with Sanderson."

## Customer Focus Day

**Sanderson recently held a Customer Focus Day for Manufacturing & Print customers at the Ricoh Arena - Coventry.**

The successful one day event presented customers with the opportunity to learn about the new developments in and around the Sanderson software products and to be updated on the future strategy and direction of the company. The informal day included a number of presentations from key Sanderson staff and allowed customers to meet other customers and staff face to face.

Topics on the agenda focused on both Unity and PICS customers alike, covering Information Gateways and Information Management. Specific subject areas included the Unity Roadmap, Business Intelligence, Data Warehousing, KPIs, Email Gateway Management, Time and Attendance, CRM and Technical Services.

Feedback from the event has been extremely encouraging and will assist in planning the content for the next customer event;

*"Excellent day – very worthwhile"*  
*"Very informative and well presented"*  
*"This should be a regular event"*

With one successful day complete, we are planning to hold regular customer events with the next date scheduled for January 2007.

