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SANDERSON

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Antony Rowe invests for the future



Specialist short run book printer, Antony Rowe, has chosen to upgrade their existing system to the web enabled version of Sanderson's Unity Print solution. The upgrade will extend their system capability and allow them to utilise web technology in communicating with customers, suppliers and trading partners.

The additional functionality will alleviate increasing demands on the existing system and provide the flexibility to support corporate growth plans.

Antony Rowe will take advantage of Unity's strengths in a number of areas; Estimating, CRM, Web Technology, System Integration and Planning and Scheduling. As an existing customer, Antony Rowe has already experienced the benefits of Sanderson systems in improving business performance and the upgrade will continue to drive improvements company wide.

The extended system functionality will increase the company's management and control of:

- > Estimating
- > Customer relationships
- > On time delivery

- > Sharing of information
- > Planning and scheduling

Antony Rowe pioneered the 'on demand' print revolution and has established customer relationships across a wide range of print sectors. With a commitment to providing service excellence whilst remaining at the forefront of innovation, Antony Rowe successfully combines technology with traditional manufacturing skills.

Jon Carter, Finance Director, Antony Rowe commented:

"The functionality of the extended Unity solution not only matched our current business demands but had the capacity and flexibility to manage our future requirements. Underpinned by a web technology infrastructure, we knew this was the system to carry our business forward."

MRP Electronics selects Unity



Sanderson has won a contract from MRP Electronics Plc in Bedford to supply its Unity solution. The initial deal will enable MRP Electronics to meet current business needs by growing its production capacity, using existing staff levels.

Software flexibility will also allow for further expansion of the workforce and systems to meet future corporate growth plans. MRP Electronics is one of the leading companies in electronics subcontract manufacture, supporting a wide range of industries.

Unity's suite of ERP software modules will

provide MRP Electronics with a fully integrated business solution by automating all of the company's operations. From calculating estimates, processing sales orders, managing engineering and production applications to the delivery of finished components to the customer.

Integrating operations will greatly enhance communication between departments, reduce overheads and improve operational efficiency. Time spent on repetitive administrative processes will be eliminated as staff concentrate on more value added tasks, such as customer service and quality control.

Paul Beastall, Finance Director, MRP Electronics, said:
"We wanted a system that could provide us with functionality in excess of our

immediate requirement in order to cope with ambitious business expansion plans. Unity not only met this requirement but, from a long term investment point-of-view, offered the benefit of being UK-owned software. This means that Sanderson has complete control over product development which guarantees us a sound IT platform for our operations for at least the next 10 years."





The new Unity BACSTEL-IP module is now available

BACSTEL-IP – Are you ready?

BACSTEL-IP

The Bankers Automated Clearing Service (BACS) is one of the world's largest automated clearing houses. BACS approved software allows a BACS registered user to submit any of the supported transaction types to BACS for processing.

BACSTEL-IP is the new delivery channel for BACS that will replace the existing dial up BACSTEL service in 2005. This is an important issue because companies who do not migrate to BACSTEL-IP in time will no longer be able to make payments via BACS.

The new BACSTEL-IP uses XML and HTML electronic reports to contact users, replacing all existing BACS paper reports. The reports are used to convey all information made available by BACS to the customer regarding pending or executed EFT transactions and the status of unpaid credits and unapplied debits.

How Sanderson can help?

Sanderson has developed a new Unity module to provide a complete BACSTEL-IP solution. The Unity application processes the transactions to and from BACS and provides the

interface to allow payments and collections to be made electronically using the BACSTEL-IP protocol.

Benefits

Companies connecting to the BACS service will be able to take advantage of a number of key benefits, including:

- > Adoption of the highest level security in payment transactions
- > Facility to track payment status information online
- > Ability to maintain accurate, real-time records
- > Online electronic reporting
- > Automated receipt of payment and faster payment notifications

The Unity BACSTEL-IP module incorporates best of breed software which holds approval from the BACS Approved Supplier Scheme and is currently the market leader for this type of software.

The Unity BACSTEL-IP module software runs on Windows 2000, Windows XP, Windows 2003 and Citrix, utilising BACS compatible modems, ISDN and Internet Protocols.

For more information please contact Dave Worsman on 01709 787787 or email dave.worsman@sanderson.com

Unity demonstrates leading edge technology at recent exhibitions

The Unity solution has been developed specifically for manufacturing and print. Sanderson recently exhibited Unity's capabilities and depth of experience at two leading industry events – MIS 2004 and Computers in Manufacturing.

With increasing emphasis on new technology and web enabled communications, many companies are looking at how they can exploit these new developments to remain competitive. MIS 2004 provided Sanderson with the ideal platform to unveil the latest developments to the Unity print solution.

The annual show is organised by the Print Industry Research Association to present relevant industry specific technology solutions. Visitors to the Sanderson stand were able to see how Unity can manage and control internal and external communications through the use of the newest technologies – Web, XML, JDF and PDF.

Sanderson successfully presented the latest Unity solution for manufacturers at Computers in Manufacturing (CIM). Exploiting the opportunity to show Unity at its full potential, Sanderson demonstrated the rich functionality to help manufacturers:

- > Integrate and manage their supply chain more efficiently
- > Optimise output and maximise productivity
- > Provide accurate delivery forecasts
- > Make lean manufacturing a reality
- > Improve visibility of real-time information

CIM is the yearly flagship event covering IT for all industries including integrated ERP solutions, supply chain management, CRM and e-business solutions.



Presenting Unity at CIM



Important PICS Payroll announcement

The updates to the PICS payroll module for tax year 04/05, issued recently, will be the last that we will supply for this version of the software. All future upgrades will be available on the Unity platform ONLY.

The Unity payroll module is based on the proven PICS module but with additional enhancements and features, providing you with a seamless transition to meet your future payroll requirements.

This does NOT mean that you have to upgrade your entire system to Unity, although many already have this route planned. We have a range of packaged solutions designed to meet all payroll upgrade scenarios and will be discussing these individually with each of our clients in the very near future.

Payroll is an integrated part of the PICS and Unity systems and this change is designed to give our payroll clients simple updates and the highest possible service in this critical area of the system. Standardising on a single payroll module is by far the best way to achieve this position.

There are no current plans to change the support of the remaining PICS modules, now or in the foreseeable future.

For more information please contact Dave Worsman on 01709 787787 or email dave.worsman@sanderson.com

Sanderson introduces smart card based Time and Attendance



Tensor - the UK number 1 in Time & Attendance and Access Control

We are pleased to announce our partnership with leading smart card based time and attendance technology manufacturer, Tensor Plc. The collaboration will provide enhanced time and attendance capabilities for users of Sanderson's Unity solution. The software's biometric facilities are particularly effective for security focused environments, such as the MOD, printing, private document management, food processing, nuclear and defence.

The new smart card technology works 15 times faster than using a magnetic swipe or barcode system. Proximity readers placed in one or more locations around a building will

read a smart card ID badge at a distance of 4-6 inches and without the need for employees to remove the badge from their wallet or purse. Time and attendance for remote workers can be accurately monitored using handheld wireless devices.

The technology links into the human resources and payroll facilities of the Unity system, enabling employee time to be managed at a more detailed level, including the registering of sickness, holidays and so on. Health and safety operations are also supported, for example, in the event of a fire alarm the system can instantly identify which employees have left the building and which are still inside. Tensor has also included extra software features that help Sanderson's customers to easily meet the requirements of the EEC Working Time Directive, including keeping track of the number of hours an employee should legally work and ensuring that shift breaks and rest periods are taken within the specified guidelines.

Commenting on the partnership, Peter Beer, Sanderson's General Manager for the Unity Print Solution, said:

"A major part of Sanderson's corporate strategy is to work closely with other software vendors. This enables us to provide customers with additional and innovative functionality by taking advantage of the best technology available."

Introducing Business Online



Committed to helping you grow your business

We have recently extended our business online capabilities with the introduction of a new range of services, provided by our dedicated and experienced team.

Many companies are often unsure of how to approach their business online strategy and the development of their website, remaining unaware of the available technology to improve site performance.

Sanderson's specialist business online services include:

- > Consultancy and design, through to implementation
- > Content management
- > Web interface links to business online suite
- > Cost effective hosting
- > Training

The business online team can help ensure your business gets the best from online trading and integration to your Sanderson application. Whatever your web requirements are, our team will be able to advise you on the most appropriate solution to meet your business objectives.

For more information please contact Dave Worsman on 01709 787787 or email dave.worsman@sanderson.com

Hampson exceed delivery performance with OPM



Hampson support aerospace companies around the world

As a leading and preferred supplier to all major engine manufacturers within the worldwide aerospace market, Hampson Aerospace needs to achieve optimum delivery performance, as they form an integral and critical part of their customer's wider supply chain. Hampson has worked alongside Sanderson to help achieve performance excellence.

Sanderson has developed Optimised Production and Materials (OPM) to provide accurate delivery forecasting. The software re-aligns the demands in the system to achievable positions, thus removing arrears and giving the business clear visibility of

projected delivery performance. This in turn allows a much enhanced service level to customers.

By reviewing outstanding jobs and available materials, OPM works out routines to achieve the turnaround from arrears to on time delivery, in the shortest period of time. OPM can also help streamline scheduling processes and reduce lead times.

Hampson knows how critical on time delivery is within the wider supply chain. Late delivery or part delivery affects not only the customer, but other internal stakeholders, suppliers and customers.

When problems arise in the scheduling of orders, as a result of customer demands and operational issues, the potential impact suddenly becomes a reality. Many manufacturers experience scheduling problems and suddenly find themselves in arrears with their deliveries, often due to unpredictable call offs from clients.

Client schedules are difficult to manage and companies often focus on the wrong orders and not on the ones that are achievable in terms of materials and other resources. A domino effect occurs as all future orders are automatically at risk of becoming arrears.

Hampson has worked in conjunction with Sanderson to develop and implement OPM,

so as to avoid this potential situation. The company are currently benchmarking the results in comparison with historical delivery performance and the actual business benefits will be presented in the next issue of Enterprise.

Hampson Aerospace Machining specialise in precision machining, testing and assembly of performance critical gas turbine engine components for commercial and military aircraft and industrial power generation. The company is also a leading supplier of precision machined components and assemblies for medical, general industrial, defence and naval applications. Hampson has the capacity and experience to provide a first tier, single source supply service on a global basis and offers specialist services including design to manufacture, make to print, re-manufacture and assemble, repair and overhaul.

Contact

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Sanderson User Group update

The User Group has been successfully running independently for 8 years, providing a regular forum for Sanderson's customers to share their ideas and successes, and learn about new products and emerging technologies. Sanderson fully supports the group and believes it is key to developing and enhancing important customer relationships. Empowering customers gives them the opportunity to contribute to the focus and direction of products and services.

Sanderson and the executive committee have recently reviewed the functions and structure of the User Group and will be introducing a number of exciting changes throughout the year.

The User Group will meet twice a year, in the 3rd week of May and the 3rd week of November. The next meeting will be held on Wednesday 19th May 2004 at the Arden Hotel in Birmingham at 9.30am.

Roles within the User Group have been reviewed and responsibilities have been distributed more evenly, in order to share the workload across the executive committee. The User Group are still looking to appoint a new Chairman and hope the revised role will appeal to a wider customer audience.

The executive now consists of the following roles:

Chairman	TBA
Finance/Treasurer	David Williams
Membership/Database	Mark Greensill
Communications	Paul Banks
Administration	Sanderson

It is important that the executive committee has a good cross country representation and needs more members. Commitment to the executive in terms of time requires 2 half day sessions per year, in addition to the User Group Days. If you are interested in joining the executive please call Dave Worsman on 01709 787787 or email dave.worsman@sanderson.com.

To register for the User Group meeting on the 19th May 2004, please email mark.greensill@hbpuke.haldex.com