ComputingPro

Case Studies

Clients

- Bakels - GPA
- Bells of Lazonby
- Muntons
- American Orthodontics

Bakels - GPA

GPA is the global buying company of the Bakels Group worldwide with clients spread across the globe. Their reach and wide product categories means, processing purchase orders for all its trading companies, supply chain management including tight shipping deadlines, navigating international health and safety compliance, managing product tracking information, cross border payments and exchanges rates.

18	Trading Companies
Baking Companies	38
20	Manufacturing Companies
Employees	2,750+
2,000	Different Products
Years in Business	110

The Challenge

GPA used disparate systems to manage their logistics, tracking and ordering process. Everything from spreadsheets to several inhouse systems. The company had the option to transition to any large enterprise ERP systems but the following factors were major concerns.

- Cost of customization
- The learning curve
- Under-utilization of such a large system

Our Solution

We built a resource management system that allowed GPA to validate and create POs in seconds. We introduced products and suppliers management features with invoicing in 4 different currencies taking into account the demands of exchange rates.

The Outcome

- Improved operational efficiencies which helped GPA become the 2nd most profitable company in the group.
- Optimised the loading process to achieve an 80% reduction in turnaround time.

Bells of Lazonby

Bells of Lazonby is an established family bakery with taste for quality, having created delicious products for over 70 years. As part of their innovative and flexible approach to baking, the company is divided into four unique brands, each of which is delivering sumptuous products of their own accord. They offer a full range of baked goods to customers including key retailers and large food services across the UK.

6 — Account Managers

Customers — **150**

300 — Employees

Products — **1,000+**

70+ — Years in Business

The Challenge

Bells of Lazonby had just implemented an industry ERP system that did not handle Sales Forecasting and Demand Planning the way the company could accurately use their sales data. So they resolved to using Microsoft Excel and paper. The major concerns were:

- Complexity of the current ERP demand planning
- Cost of customising current forecasting functionalities
- The learning curve

Our Solution

We built a sales forecasting solution that has helped Bells of Lazonby reduce the amount of time spent on demand planning. We pull 24 months of sales data into our solution which allowed account managers to capture customers sales forecast.

The Outcome

- Saved 100+ hours of manual data input every month.
- Reduced human error on non-transactional data by 90%.
- Improved sales forecast accuracies by 75%.

Muntons

Muntons is a leading supplier of brewing and distilling malts and malted ingredients to the food & drinks industry worldwide. Their malts are used in the brewing and distilling industry by globally recognised brands and by the craft brewer seeking something a little different. The ranges of their malt products are extensive and particularly relevant for food and beverage manufacturers seeking clean label, plant- based ingredients.

1,100 — Customers
Customers Countries — **76**
378 — Employees
Products — **880**
99+ — Years in Business

The Challenge

Muntons as a global player in the industry relied on Microsoft Excel and a paper based system to provide sales quotations to their customers. This over the years has proven difficult and unmanageable for the business and wanted a change.
The major concerns were:

- Manual intervention in customers quotations
- Cost of implementing an automated online system
- Complexities in commission, duty and freight calculations

Our Solution

We designed and developed an online sales quotation solution that helped Muntons to easily provide quotations to customers. Our solution handled the complexities of suggested material prices taking into account market barley price and other factors.

The Outcome

- Reduced the average time taken to provide quotations from 1.5 hours to less than 5 minutes.
- Eliminated pricing anomalies and exchange rate errors.

American Orthodontics

Founded in 1968 and headquartered in Sheboygan, Wisconsin, American Orthodontics is committed to providing quality products, dependable delivery, and personalized service to the orthodontic specialist. With over 700 global employees and product availability in over 100 countries, American Orthodontics is one of the world's largest manufacturers of orthodontic treatment supplies.

75k	Customers
Customers Countries	**100**
28	Subsidiaries
Employees	**700**
43k	Products
Years in Business	**50+**

The Challenge

American Orthodontics wanted a start of the art reporting solutions for their 135 report users that will allow their US and subsidiary business to access their data while maintaining security at the highest level. The major concerns were:

- Cost of implementation
- Cost of licensing per user
- The learning curve
- Security & access control

Our Solution

We built a robust global reporting suite of reports on Power BI Premium. We implemented a complex row level security (RLS) to ensure that only authorised users have access to subsets of data across their 28 subsidiaries across the globe. These reports were built for mobile users consumption so that executives have access to top line sales and marketing figures on the go.

The Outcome

- Saved approx. $75k in annual licensing cost.
- Delivered a global reporting suite with one version of the truth.

Thank You

For more details or demo:

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