



progressplus provides management insights for concept

Manchester based Concept Metal Products Ltd., employs 35 people and specialise in manufacturing sheet metal products including pressed metal sections, Laser Cutting and Bending and Welded Assemblies.

The company operates in a number of industry sectors including public service vehicles, nuclear, commercial vehicle parts, water, power and waste disposal. Some of the items the company has manufactured include stainless steel parts for the Olympic Fountains in Barcelona, parts for the Millennium Dome site and the main parts for the fire doors at the new Hong Kong airport.

Concept was using various manual systems including shop floor accounting, to manage their business, but realised that as the business grew that the manual systems were time consuming and inefficient. The manual system also made it difficult to identify production problems such as late orders.

The company initially decided to deploy Sage Line 50 in their accounts department to handle their customer invoicing.

Shortly after installing Sage, the company carried out an extensive evaluation of production control systems and decided that ProgressPlus was the best solution for their needs.

"We selected ProgressPlus because it was a close match to our existing manual shop floor system and had in-built flexibility to fit in with our business processes," said Geoff Bentham, Managing Director at Concept Metal Products. "In addition Berkeley Myles Solutions was able to integrate Sage with ProgressPlus so we could continue to use Sage."

Concept was also impressed by the approach taken by Berkeley Myles Solutions and their customer focus.

"Berkeley Myles Solutions is well established and will be about for the long term. However, at the same time, they aren't too big ensuring easy communication letting us build an effective long-standing relationship."

Concept use the full functionality of ProgressPlus as full integration ensures the company gets maximum benefit from their investment.

"Concept has always had an efficient paper-based system so the main benefit was the amount of management reporting information available. The speed with which this can be retrieved is on a scale that is simply impossible with any manual system and it enables staff to run the business more effectively."

"We were already using Sage Line 50 so it was important that any production control system would integrate with this. We selected ProgressPlus based on its flexibility, its fit with our existing processes and the fact that it could be integrated with Sage."

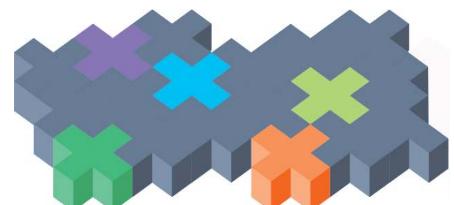
"Overall Berkeley Myles Solutions did an excellent job of integrating the two systems. For example, we wanted to continue to use multi-line invoices but the Sage standard import routine only allows one nominal code per invoice. However, Berkeley Myles Solutions was able to quickly customise the integration between the two systems so that we could retain this flexibility."

www.conceptmetal.co.uk

fabrication



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