

Line 50 With Sage Manufacturing | Gwent Cables

The Client

Gwent Cables, based in Cwmbran, South Wales, was established in 1992 and has since grown into an extremely successful business manufacturing high quality cable assemblies, looms and wiring harnesses to UK customer base of OEMs in the electronics sector. Developing from a team of two to twenty five in the past 14 years, the company has recently attained an annual turnover of £1m.

The Issue

The client was previously operating using Sage Line 50 alongside a complex series of manual Lotus Approach databases covering contact management, enquiries, production scheduling and bill of materials/job costing processes. Whilst the databases were developed in house, and sophisticated in their application, the client had no visibility of stock levels nor work in progress. In addition, the system was unable to group together orders to facilitate more effective procurement procedures, and could not process scheduled deliveries phased over a period of time.

The Solution

The aim of the company was to implement a true single entry system, rather than having to duplicate data entry in both Sage and Lotus, as well as to enhance the functionality of the system overall. Prosys reviewed the existing Lotus database network as part of their initial consultancy phase, and advised that it would in fact be more cost effective to implement an off the shelf package, rather than reconfigure the existing system. Prosys therefore implemented Sage Manufacturing alongside Sage Line 50. Gwent Cables also purchased a Crystal Report package, which has now been integrated with the system to give an even higher level of detail of management information.

The client had a specific requirement for a “one stop shop” IT supplier relationship, both to minimise the amount of time spent in house on IT issues and to improve system performance overall. Prosys also therefore overhauled all of Gwent Cable’s hardware infrastructure as part of the implementation, and now provide IT and hardware support, alongside the Sage support service.



The Benefits

With Line 50 and Sage Manufacturing, the client now has a single entry system, which is both more accurate than the previous suite of databases, as well as being more efficient in terms of data entry / processing time. The client is also now able to better monitor production processes and has clearer visibility of management information, in addition to the benefits from a single supplier relationship, meaning that there is one point of contact for all system and hardware related issues. The Lotus databases are now only used for historical data purposes.

Gwent Cables found the Prosys support team very methodical and well organised, with query resolution being simple and fast: "They really know the Sage Manufacturing product"

Testimonial

Keith Gibbons, Director stated "We particularly liked what Prosys have achieved as a company - their philosophy fits with our aspirations, and we look forward to developing the relationship further"

