

## 10 Years With Prosys Through Line 100 And Mms | Relats SA

### The Client

Relats S.A, a family owned business with headquarters in Barcelona, Spain, was founded in 1957 and currently employs 30 staff in the UK. The company's expertise lie in the manufacturing of customised insulation sleeving for temperature and electrical protection, with 75% of the UK product being destined for the export market.

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### The Issue

Prosystech originally implemented Line 100 for Relats in 1997 to meet the growing accounting and distribution needs of the company. In particular, it was necessary to interface the Line 100 system to a series of complex, legacy Microsoft Access databases that the company used in order to produce their sales, marketing and financial reports in the existing preferred format. The system also had to produce specific reports in a precise format required by the Spanish parent company resulting in complex month end reporting procedures.

While meeting the needs at the time and for many years, it became apparent that a simpler, faster and more accurate method of providing the information was required. In addition, the Line 100 system was becoming outdated and there was a need to modernise.

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### The Solution

Prosystech upgraded Relats from Line 100 to Sage MMS with all data transferred seamlessly into the new system from Sage Line 100 and the legacy Access databases.

The core MMS system was customised to meet the specific reporting needs of the Relats business model to simplify and speed up their complex month end procedures. Furthermore, as all Relats products are custom made to meet customer requirements, a significant amount of technical information such as product tolerance levels, customer product codes and certificates of conformity is required on order confirmation and despatch note documents. The system was amended to store the information and produce the required documentation. Customers are already commenting on the improved information which Relats is now able to provide.



**Business Partner**

## The Benefits

The company now operates one system which meets all of their needs much more efficiently and provides them with greater visibility of accurate, real time financial and customer order status information.

Relats also now finds it easier and quicker to supply information to Head Office in Spain due to the greater flexibility in report writing functionality and the ability to email reports directly from the system. Greater integration with Excel coupled with more detailed management information means significantly improved financial analysis capability, which in turn improves financial control.

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## Testimonial

Relats have been a long standing client of Prosys, and have over the years built an excellent working relationship. Office Manager, Annette Kirby, which was responsible for the overall implementation from the client side commented: "Prosys certainly know their product and the bespoke training package which they provided to get our team up to speed was excellent"

