

EMS

— A CODESTONE CUSTOMER STORY —

**SAP Business One delivers high performance
to Electro Mechanical Systems**



ABOUT **ELECTRO MECHANICAL SYSTEMS**

EMS is a leading distributor and manufacturer of high quality precision drive systems used extensively in medical, healthcare, agriculture, building automation and many other industries. With two locations in the UK it has one site for design and manufacturing and one for sales and order processing with administration and warehousing at both.

THE --- CHALLENGE

EMS had commissioned bespoke software that had suited the firm's needs up to a point but as a legacy solution functionality was basic and not easy to make changes. Although both sites used the same software, they were not connected and updates had to be manually entered leaving scope for human error.

To support its average 10% annual growth targets EMS wanted to upgrade to a modern system that would provide everything it needed in one place and deliver a wider breadth of features and tools, effectively future proofing its technology.

“We needed to move away from the risk and reliance we had on our existing system which was supported by one individual”



THE ——— SOLUTION

SAP Business
One

EMS selected SAP Business One over Microsoft Dynamics for its capability of delivering a single integrated ERP solution that would enable the firm to manage all its core business activities. The firm engaged Codestone to deliver and support SAP Business One which provides ERP functionality for stock management, invoicing and quotations and CRM project management for the field sales teams.

Materials Requirements Planning (MRP) helps EMS to maintain tighter control on its manufacturing processes, controlling production costs and planning future work effectively. To optimise its production efficiency and increase the visibility of work in progress, EMS is planning to upgrade to the SAP-certified Boyum BEAS Add On application for SAP Business One with Codestone this year

“SAP Business One with Codestone has given us the opportunity to make proactive decisions about longer term strategy and given us a platform to grow our business and take it to the next level”.

Dave Walsha, Commercial Development Officer, Electro Mechanical Systems Ltd

STAND OUT BENEFITS

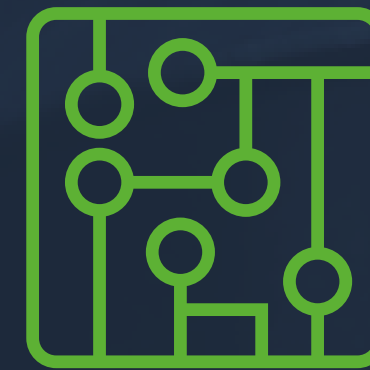
SAP BUSINESS ONE



EMS can make informed decisions and be clearer on its business position based on accurate financial information, stock levels and current production status with in-built, custom reporting



EMS has control and oversight of production schedules enabling it to manage greatly varying lead times for parts coming from Europe as well as plan machine times



Senior management has visibility of all open EMS sales opportunities and can track the pipeline with live updates



EMS has a single point of contact for all its hardware and software infrastructure with support in place as and when required

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SAP Business One is a modern and reliable solution that is constantly being developed and has given us a solid platform to future proof our business.

Codestone did what it said it would do and made the transition very easy from the outset. The initial planning and assessment of how we ran our business has paid dividends by us not having to make any significant changes in the system since going live.

Dave Walsha, Commercial Development Officer, Electro Mechanical Systems Ltd

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