

Win Release

Capco Ltd

OpenLogistix provides the ability to buy and sell using varying units of measure and retain the ability to ensure that target margins are met for every sale.

Serving the Trade sector with over the counter sales for complex requirements with varying units of measure and varying delivery arrangements can be demanding and price sensitive, having the ability to have on-line margin information at point of sale is critical to business survival in an ever competitive commercial world. OpenLogistix provides the ability to buy and sell using varying units of measure and retain the ability to ensure that target margins are met for every sale. Customer deliveries can be met from stock or direct from the supplier with linked invoicing management.

'Serving the Trade sector can be demanding and price sensitive, having the ability to have on-line margin information at point of sale is critical to business survival.'

Serving the Trade sector with over the counter sales for complex requirements with varying units of measure and varying delivery arrangements can be demanding and price sensitive, having the ability to have on-line margin information at point of sale is critical to business survival in an ever competitive commercial world. OpenLogistix provides the ability to buy and sell using varying units of measure and retain the ability to ensure that target margins are met for every sale. Customer deliveries can be met from stock or direct from the supplier with linked invoicing management.

Since its formation in 1986, the Capco Group has grown and prospered. Originally involved in insulation and allied products in the South of Ireland, the group has diversified and expanded its activities over the past ten years and now trades in two main areas: Distribution and Specialist Services, throughout Ireland and the United Kingdom.

Distribution is the principal activity of the group, which represents 75% of turnover, distributing specialist building materials. This activity is focused on three main areas:

- 1) Ceilings, Partitions and Dry Linings
- 2) Insulation and Associated Products
- 3) Pitched and Flat Roofing Materials.

Other activities include Sales & Distribution of Office Furniture and Industrial Painting.

Capco is a private Irish Company, employing 200 people. There has been a record of consistent growth in turnover, which has risen from £4M in 1986 to £55m in 1998.

Capco, having reviewed their existing practices wished to...

'...achieve a unification of information from all the branches to provide on-line information to all levels of management throughout the company...'

To achieve their targets Capco had to initiate a project that involved not only software, but also provision of servers, networks, a WAN and PC's

Capco were introduced to Open Logistix when OpenAccounts recommended it as a stock system.



Win Release

Capco Ltd

With a software budget of £100,000 Capco looked at four different systems, and after careful consideration, Capco offered the project to Advanced Business Solutions.

Advanced was chosen because of the full software integration between OpenAccounts and OpenLogistix, also because of Advanced's willingness and flexibility with the software customisation necessary for Capco's requirements, a facility that ... '...you don't necessarily get with other large software companies.' Capco felt that the other larger organisations did/could not offer the flexibility that they were looking for'.

Advanced Business Solutions' personnel were on site for one week ensuring that the initial loading of the system and data went smoothly.

Capco then took ownership of the project and, with the in-house expertise of their IT Department, the project was implemented into the remaining 18 branches.

About Business Solutions

Advanced Business Solutions, an Advanced Computer Software Group plc company, provides leading integrated business applications and services that enable public, private and third sector organisations to retain control, improve visibility and gain efficiencies whilst continually improving corporate performance. It's award-winning software systems comprise core financial management, procurement, human resource and payroll systems, integrated with a range of collaborative, document management and business intelligence solutions . It also provides managed and bureau service options.

Advanced Computer Software Group plc is the UK's leading supplier of software and IT services to the health, care and commercial sectors. It comprises 3 main divisions and has 7000 customers and 800 staff worldwide.

For more information

Advanced Business Solutions is a brand name of Advanced Business Software and Solutions Limited, registered in England, company number 03214465. Registered office: Munro House | Portsmouth Road | Cobham | Surrey | KT11 1TF.

t: +44 (0) 08451 606 162 f: +44 (0) 1932 584 001 e: marketing@advancedcomputersoftware.com www.advancedcomputersoftware.com/abs

Advanced Business Software and Solutions Limited recognises the trademarks of other companies and their respective products in this document.