



Hargreaves advances with K8 Manufacturing

A Kerridge Commercial Systems (KCS) customer since 2011, Hargreaves Foundry specialises in the manufacture and distribution of cast iron products. Having diversified and expanded its products to service customers' changing requirements, the company implemented K8 Manufacturing to take the business forward. Payback benefits include a 17% stock reduction and substantial customer service improvements.



Results

- Greater functionality
- More efficient SOP
- Better customer service
- Reduced stock holding
- Demand forecasting
- Improved management info
- Supporting future needs

Requirement of a new system

Hargreaves Foundry had outgrown its previous computer system; the business had expanded from 200 to 5,000 SKUs (stock keeping units) in a relatively short period of time. Lacking depth and breadth of capabilities, the system's performance had degraded and transactions required excessive manual intervention. Helen Thornber, Group Finance Manager, confirmed: "Its limitations were affecting the business; management information and stock control were two priorities for us. We reviewed three ERP solutions and chose K8 Manufacturing for its comprehensive integrated functionality; a platform for the future."

Preparations and planning

Detailed, thorough planning and a flexible approach were keys to a successful implementation. In addition, learning the software, data quality, housekeeping, conversion and creating new detail were an essential part of the project. "The Business Process Mapping review carried out by KCS established a detailed understanding of our business; a lead-in to setting up the system. Being able to fine tune K8 Manufacturing to our methods in parallel to adopting proven 'best practice' processes, was a real positive."

Hargreaves Foundry used spreadsheets to prepare the additional data that the system was able to handle - avoiding considerable manual entry and ensuring greater reporting and analysis quality from day one. "Recognising that our staff had day-to-day responsibilities, the KCS team were supportive throughout the project; nothing was too much trouble. We set up a training suite and ensured that everyone had sufficient learning time on the new system. Keen to get our hands on K8 Manufacturing, we also knew that it represented a major change for everyone. In the event, staff acceptance was firmly in place from day one; K8 Manufacturing was doing the job and delivering value."



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Highlights

- Business growth and development
- Strategic need for new system
- Efficiency improvements identified
- Comprehensive process review
- Swift user acceptance

An investment for the future

Focussing on the system's most tangible benefits, customer service features strongly for Hargreaves Foundry. Being able to process orders from national customers with multiple points of delivery, into a single invoice point, is a major time saver. Likewise, accommodating line by line discount structures also ensures accurate pricing. "Stock holdings have been reduced by around 17% - with greater visibility, demand forecasting and max/min functionality. Lead times on standard items have also been shortened by at least two days; made possible by having two months' supply of finished goods available in the picking area - replenished from bulk storage. With improvements in stock record accuracy, our 'on time in full delivery performance', which we were unable to properly measure before, is up from around 95% to over 99%."

The company now has fully detailed transaction history, management reporting has been enhanced and with a modern integrated system in place, and there's more to come. CRM, EDI, barcoding and extending the bill of materials applications are among the developments Hargreaves Foundry have as medium and long term work-in-progress. "K8 Manufacturing was the right choice for us, it is not a difficult system to learn and the great thing is that we can grow with it" said Helen.

About Kerridge Commercial Systems (KCS)

KCS provides advanced, fully integrated business systems, installation and support services for the manufacturing and field service markets, the company has over 40 years of extensive knowledge and experience of working with manufacturers, field service engineers and distributors across many sectors. Our class leading solutions are functionally rich and highly flexible.

Our solutions have a track record of delivering wide ranging benefits including greater operational efficiency and cost savings, resource and asset utilisation, together with real-time information for management decision making.

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