

VES Andover Ltd

PRODWORD'S LEVEL OF SUPPORT AND GUIDANCE HAS HELPED ACCELERATE DEVELOPMENT AND GROWTH AT VES ANDOVER LTD

Microsoft Dynamics AX

Challenge

- ✓ Old system inflexible & cumbersome
- ✓ Insufficient ability to manage projects
- ✓ Lack of visibility across the business

Solution

- ✓ Microsoft Dynamics AX
- ✓ Project analysis and tracking
- ✓ Beneficial upgrade path

Advantages

- ✓ Better visibility allows for better decision-making
- ✓ Much improved control of projects
- ✓ Increased customer service

About VES Andover Ltd

VES Andover Ltd designs and manufactures a wide range of commercial heat recovery and ventilation products for public, commercial and industrial buildings in the UK. One of the great strengths of VES is its ability to design and build non-standard ventilation products and systems to suit customers' requirements, in a reasonable timescale and at a competitive price. VES also ensures that it reinvests profits into a substantial research and development programme.

VES was founded in 1968 by David Peters. From a small factory unit in Andover, the company has grown today to a turnover of over £20 million and employs 240 staff. In 2002

VES expanded the business and relocated from Andover to Chandlers Ford in Hampshire. Here the business has taken root and is providing a great product at a competitive price with a company ethos of total customer service.

Platform for growth

In 2003, VES needed to prepare for growth and to keep its competitive edge within the manufacturing and service contracts market. The company also needed to provide information for business decision making and to establish a technology platform from which it could better service its customers.

VES was using a legacy system to run its business which was putting the company at risk due to its inflexible and cumbersome way of working. In addition, the system had not been designed to handle the management of projects which had become a key part of the VES operation. Paul Tarrant, IT Executive, VES Andover Ltd explains, "We needed a complete Enterprise Resource Planning (ERP) solution that would also include the ability to analyse the financial performance of our often complex product and project requirements, so we could compare costs, resources consumed and revenue earned for each product or project." In order to keep ahead of the competition, the company therefore decided to search the market and purchase a new ERP system.



Good choice

After a comprehensive search, VES found six likely vendors which they whittled down to two, but the company still required more flexibility from the products on offer, especially in the key area of project handling. At this time an independent consultant suggested VES take a look at Microsoft Dynamics AX (previously known as Axapta). VES found that Dynamics AX was a much better fit than the other products and it ticked all the right boxes.



The solution that was implemented covered all areas of the business from sales, manufacturing, inventory and distribution, project handling, through to finance and reporting. Paul Tarrant remarks, "We were very pleased to implement Microsoft Dynamics AX which has now improved our productivity and given us greater visibility of the operation." He continues, "The key requirement of successfully analysing and tracking our inventory and purchase costs is being monitored as well as providing better control of projects throughout their life cycle."

Long term partner

Initially, the Microsoft partner involved with implementing the solution was Watermark who has since been acquired by Proware. Paul Tarrant explains, "Thanks to Proware's way of working, we have seen significant strides in how we are supported and the level of cooperation offered." He adds, "This has given us more confidence that Proware is the right long term partner and that it has the desire and capability to support us, as we adapt to meet our own commercial challenges."

Next steps

As a growing company now operating from a head office, fabrication plant and two regional offices in Manchester and Glasgow, VES needs to take the next steps in keeping ahead of the competition. The company is now looking to upgrade to the next release of Dynamics AX (2012), which is a major investment programme. Paul Tarrant concludes, "With its new user interface, improvements in manufacturing, finance and workflow, AX 2012 will support the changing nature of our business by enabling better decision making and improving supply chain visibility, thereby maintaining our mission of total customer service".

Founded in 1989, Proware Group is an international leader in creating and deploying IT solutions for business.

As the largest Microsoft Dynamics partner in the EMEA region, Proware has 1,700 employees and 20,000 clients across 14 countries.

Supported by significant investment in R&D, worldwide strategic alliances and a wealth of experience in delivering international IT solutions, the group aims to deploy its Proware Adjust offering globally.

