

Tidyco



Securing success with Sage Line 500

"CPiO has demonstrated a good understanding of our business and has proved a reliable, flexible partner. We now have a strong relationship with the team and work together to get the results we need from Sage Line 500."

James Tidy, Director

The company

Tidyco Limited has two divisions, Tidy Hydraulics and Tidy Technical.

Tidy Hydraulics is a leading distributor of hydraulic and pneumatic systems to the rail, marine, defence and other general industry sectors. Established over 20 years ago the division is a Certified Distributor for Parker Hannifin hydraulic hose and fittings and also supplies a wide range of components and services including hose assemblies, multi-levels of kitted parts, seals, clamps, pumps and consumables. Close ties to the rail industry over the last 20 years have seen the company involved in the design, manufacture and installation of hydraulic systems in numerous new builds of trains and rolling stock.

Tidy Technical offers planned maintenance for plant and equipment to all types of industry. Planned maintenance gives an ongoing preventative programme that minimises breakdowns and costs.

The company has also established a flourishing website for on line purchasing at www.tidycostore.co.uk and is a Distribution Partner for Honda Power Products, Tangye Jacks and Electrolux generators and air conditioning units.

The challenge

During an evaluation of business processes, Tidyco realised that its current financial systems were no longer able to provide the organisation with the functionality it required as the business continued to diversify and grow. Disparate applications across finance, payroll and customer records were proving frustrating as data was not easily accessible. Management needed information that it could quickly and easily manipulate to help drive the key business decisions.

The company was running Sage CS/3 on a UNIX platform for its financials and distribution, whilst an internally developed Microsoft Access database acted as a contact management solution. Tidyco also operated a stand alone payroll system, adding to the reliance on re-keying of information across the systems.

The introduction of a Microsoft-powered web sales function on the company's website further exacerbated the issue of technology integration.

Tidyco Case Study



The solution

Having used Sage CS/3 for a number of years, Tidyco wanted to stay with the Sage product line to ensure continuity for users and minimal disruption to its business. CPiO recommended the Sage Line 500 system due to its extensive functionality and ease of use, incorporating standard applications and providing easy transfer of data within the solution.

Tidyco wanted to continue to operate its MS Access based contact management system and the reliance on a Microsoft engine for the company website made the decision to move to Sage Line 500 running on a Microsoft platform a logical one.

The implementation of the system was delivered on time and within budget by a team of CPiO consultants. The overall solution was further enhanced by CPiO's advice on web security. CPiO consultants quickly identified that the Tidyco website was subject to an increasing amount of hits from 'hackers', potentially creating a security risk to the whole IT infrastructure. A Watchguard Firebox 700 was installed and the Microsoft security software replaced with a more robust solution.

The benefits

The introduction of Sage Line 500, with the integrated payroll module, quickly began to pay dividends for Tidyco. Time spent on re-keying information dropped significantly and updates that had previously taken hours could be completed in minutes. A 20,000 line price update can now be completed in less than ten minutes, injecting real flexibility into the Tidyco-supplier relationship.

With a common Microsoft platform across all key IT applications users are able to access and manipulate data to strengthen decision making within the business. Quotations are automatically produced by pulling information from Sage Line 500 into the Tidyco contact management system, providing consistency in customer communication. "Sage Line 500 has really helped drive efficiency throughout the Tidyco business. We now have an integrated IT solution with Line 500 at its core, giving us the accessibility to our data that we needed. "

The future

Following the success of the implementation of Sage Line 500, Tidyco is now looking to maximise its investment in the system. Continuing the efficiency drive is key to Tidyco and they will be working closely with CPiO to review the usage of the system. The ability to scale up the system to accommodate new users and add extra functionality sits well with the company's expansion plans in the future.

Tidyco is also considering the use of Enhanced Order Processing to deliver further efficiency into the company's telephone and trade counter business.

"The Sage Line 500 'look and feel' has been positively welcomed by users. They find the system more intuitive and therefore are inclined to explore its functionality. We see this as a positive step towards really maximising our investment."

James Tidy, Director

CPiO is a leading provider of business solutions for the mid-market specialising in Sage 1000, Sage Line 500 and Sage 200.

CPiO can also offer market-leading CRM solutions in SalesLogix, Sage CRM, ACT! and Microsoft Dynamics CRM.

For more information on how CPiO can work with your business please contact the Marketing Department on: 0844 880 6140

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