



SCHNEIDER CASE STUDY

Schneider History

Schneider Industry (UK) Ltd. is the UK's largest manufacturer of LPG bulk vessels. Based in Airdrie, Scotland, Schneider's manufacturing facility has continually kept pace with the requirements of the UK mini bulk market in production, design and quality of finish. State of the art equipment and fabrication techniques have ensured Schneider is the number one supplier with an expansive portfolio of innovative products.

The Challenge

With a turnover in excess of £6 million, Schneider has three other sites in, Stoney Stanton, Chepstow and Derby. Expansion in services through acquisition in recent years and the resulting business growth meant that the organisation was struggling with a lack of integrated business and management reporting.

"We needed accounting software that could deliver relevant and timely management reporting and was fully integrated across all of the sites, removing the need for all the disparate information systems," explains David Strain, Finance Manager at Schneider Industry.

He continues, "Sage MMS provided us with this functionality, yet critically CPiO was also able to suggest ways in which the software could be used to contribute hugely to the business in areas other than maintaining cash flow and producing regular financial statements."

For example, due to the nature of Schneider Industry's business, full stock traceability is very important. If a problem were to arise with a particular vessel, any other vessels that were made with the same batch of steel or the same heads would need to be traced. The Bill of Materials module within Sage MMS ensures the components that go

into each vessel are recorded and given a unique serial number so that each component can be traced at any time.

The Sage Solution

In January 2006, Schneider Industry purchased Sage MMS accounting software from business software specialists CPiO. As a result of recently taking on a new senior management team, Schneider Industry implemented the new accounting package to integrate all parts of its business, to deliver timely and accurate business & management information, and to form the basis for future innovation that will drive efficiency and cost savings. The Sage MMS solution will replace the organisation's existing Sage Line 50 finance and accounting systems as well as a mixture of bespoke invoicing and database packages across its four UK offices.

“Not only did we use Sage MMS to integrate across disparate systems, but we were able utilize the software to contribute hugely to the business in areas other than maintaining cash flow and producing regular financial statements,” said David Strain.

Schneider thoroughly investigated all of the options available when it came to upgrading its finance and accounting systems and decided upon Sage's mid-market solution because of the excellent previous experience it had with the company's software.

“Because of our experience with Sage and CPiO in the past, they were always favourites when we started looking to upgrade” said Strain. “We are extremely pleased with the progress six months into the roll-out. It's made a huge difference as we now have all relevant sales information at our fingertips, the ledger information is available across all four of our sites, not to mention our mobile sales-teams, and it has massively reduced the level of duplication in terms of re-keying data.”

The Future with Sage

Moving forward, Schneider Industry hopes to develop a paperless Sage MMS function, whereby branded invoices and other communications are created electronically. The company is also working with CPiO and Sage to develop bespoke software that will link its transactions between Bp and American Express to ensure payment is received

within five days. It is these developments that will speed up communication with suppliers and customers, resulting in significant cost saving for the company.