



# itmsoil

A world leader in design, manufacture, installation and monitoring of geotechnical and structural instrumentation

Currently working on contracts around the globe, the company operates out of a combined head office and manufacturing operation in Uckfield, East Sussex, and has offices in London, Paris (France), Bad Bentheim (Germany), New York (USA) and Perth (Australia) as well as a wide network of distributors in Singapore, Turkey, Malaysia, Italy, Spain, Greece and Portugal.

## Current position

itmsoil is a well established long-term user of Access SupplyChain. Having implemented an early version in 2004, the latest update is about to be rolled out to 28 users in London, Uckfield and Bad Bentheim, and will eventually be extended to Paris and New York when the offices are large enough.

The global business is managed as a group of trading companies with data and accounts resident on separate databases. “We manage all these streams through Access SupplyChain,” explained senior accounts controller Dean Easingwood. “It’s our IT backbone. And we particularly value the reporting capability it gives us. We can run a query drawing information from the different databases and export it into Excel for manipulation, and this gives us a high level of integration across the business.”

## Implementation

The manufacturing and retail side of the business makes good use of the system’s financial, MRP and supply chain elements while the service arm of the business, which initially only used the financial functionality, has increased utilisation to include stock and purchase order systems. The increased accuracy of stock and purchase order tracking has created a more efficient working environment, speeding up the process of receiving stock and matching purchase orders to purchase invoices.

The reporting capability of Access SupplyChain is used widely for driving improvement. “One of our aims is to reduce stock levels,” Easingwood continued. “We have stock allocated to sales orders, and free stock which is not allocated. By enabling us to purchase exactly what we require to fulfil our orders,

“Access has helped us reduce the amount of free stock in the warehouse, cutting our stock value from £1.5 million to £1 million in the last two years”

**Dean Easingwood**  
**Senior Accounts Controller**

<b>Industry</b>	Manufacturing
<b>Geographic</b>	Worldwide. HQ in Uckfield, East Sussex
<b>Employees</b>	190+
<b>Turnover</b>	£25m
<b>Solution</b>	<b>Access SupplyChain</b> <b>Access FocalPoint</b> <b>Access SelectPay</b> Core Ledgers Sales & Purchase Orders Stock Control Location & Lot Control Work Orders Project & Job Costing Resource Engine MRPII Time Recording & SFDC Report Designer Estimates & Quotations Document Management Access Office Integration

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In that same period, itmsoil has been generating cost reductions by using the system to identify multiple orders for the same item across multiple projects. The purchasing team has then negotiated lower prices for bulk orders.

At the customer facing end of the business, the system is also helping protect itmsoil from the risk of bad debt. System alerts automatically track orders and payment, and if a customer reaches the predefined credit limit it will automatically put further orders on hold and flag the situation up for action.

### Coping with growth

Since installing Access SupplyChain itmsoil has experienced considerable growth, doubling turnover between 2009 and 2011 as work began on one of the world's largest infrastructure projects, London Crossrail.

Throughout this period of rapid growth, the IT backbone has coped with everything flung at it. “You could say we've grown into the system, and are now utilising it much more efficiently,” Easingwood said. “Whenever we feel we needed more functionality, Access UK has demonstrated it to us, and also provides us with new ideas.”

### The next step

itmsoil is poised to make a series of company-wide IT improvements starting with the latest upgrade of Access SupplyChain, followed by increasing utilisation of existing modules and streamlining processes. Finally everything will be moved into the Cloud.

Part of the initial upgrade includes implementing Access FocalPoint. “This is primarily a web-based user interface,” Easingwood explained, “and will be particularly useful for our smaller offices around the world, which are not yet big enough to run Access SupplyChain themselves.” From itmsoil's perspective, two elements of FocalPoint will be of particular value.

### Automated timesheets

The introduction of automated timesheets will significantly improve efficiency and reduce costs, particularly as the company grows. “Before we won the Crossrail contract we had 20 members of staff sending in timesheets with multiple job numbers. These were then analysed at head office and input into the system. With 20 people that was easy to manage. Our numbers are now more than 100 and it's an onerous and time consuming task. With FocalPoint our field staff can input the data themselves using dropdown menus to ensure accuracy. This will then be authorised within the system by their line managers.”

Not only will this increase the speed and efficiency of the process and reduce the risk of human error, it is expected to save £10,000 to £15,000 per year – half a person's salary.

### eProcurement

Currently a lot of paper moves around within the business. Invoices are sent to head office to be authorised by the relevant people and then signed off with a purchase order. All the paperwork is physically stored for future reference. “With FocalPoint this can be done electronically via the web from any of our offices worldwide. Invoices will be scanned into the database, approved electronically, and purchase orders automatically emailed to the supplier. All the paper that used to be filed away for tax purposes can simply be saved on the server.”

Not only will this slash the time taken to process orders, it will also save storage space and dramatically reduce the time taken to answer enquiries. “We will be able to locate a document and print it within moments instead of trawling through all the folders and files associated with a job, taking them away to make a copy and then returning the original to the file. It might ultimately be doing us out of a job,” he admitted, “but there will be great savings in time, efficiency and accuracy.”

### Venturing into the Cloud

The final stage in this current round of IT improvement is to migrate all the IT systems and databases from the two in-house servers in London and Uckfield, to the Cloud. “We believe this will make it easier for us to operate smoothly and efficiently as we expand the business around the world,” he concluded. Meanwhile, the company will continue tweaking the system and further utilising its capabilities to improve efficiency and cost effectiveness.

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### About Access

We are a leading UK author of ERP solutions to the mid-market. Twice winners of The Manufacturer's 'ICT in Manufacturing' awards and shortlisted for 2012, we help our customers achieve tangible return on their manufacturing system and operate lean manufacturing processes. Our product suite includes dedicated solutions for process and discrete production, including industry-specific requirements such as catchweights, variable yields and multiple units of measure.