REDLEDGE

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Company History »

The original company, established in 1969 by the Taylor family, was involved initially in the supply of packaging materials. The production of over-printed paper labels commenced in the 1970's and in the early 1980's the company invested in flexographic presses to enable the manufacture of multi-colour labels in-house.

During the 1980's increased demand for the company's labeling products, encouraged the company to invest further in the printing arm of the business. The packaging supply side of the business was disposed of, thus enabling the company to fully concentrate on becoming the labeling and ID products company that exists today. The Company today has a workforce of 35 and turnover in the region of £3.5m.

The Challenge »

TPL had an existing back office system which they had been told by their software supplier must be upgraded. The question for TPL was whether to buy an upgrade from their existing supplier or, to find an alternative which would give them all the functionality they wanted (knowing the weaknesses of the present system).

TPL required a system that would simplify their estimation process, automatically turn estimates into quotations, quotations into sales orders and orders into production batches to be planned using modern, intelligent planning software.

TPL required a system that would allow sales managers to view their orders remotely and keep their sales personnel informed of order progress.

TPL also required a real-time radio frequency warehouse management system as part of the implementation.

The Solution »

- During initial meetings with TPL, the plan was simply to interface Red Ledge's SPRINT radio frequency warehouse management system with TPL's existing Sales Order Processing and Accounting System. After further talks, it became clear that in order to future proof the whole system and keep costs to a minimum it would make sense to use SPRINT to take over the role of the back-office system and buy an off-the-shelf accountancy package. SAGE line 50 was chosen as the accountancy package and SPRINT was chosen as estimation, order processing, production planning and warehouse management tool.

- Datalogic Viper hand -held RF scanners and CISCO signal access points (radio receivers which pick up transmissions from the scanners and pass data on to the database) were chosen for the warehouse facilities.

- Brand new, state-of-the-art printing job-estimation software was developed and added into SPRINT for TPL. This system was developed not to be printing-sector specific, but allow total flexibility. Estimates can be turned directly into quotations and then into orders.

- Orders are scheduled using SPRINT production planning software and actual production figures are fed back into the estimation process to create an intelligent 'learning' facility so that estimations become ever more accurate.

- Sales personnel can query the system remotely to keep abreast of their clients order status.

- SPRINT optionally sends emails out to both client and sales representative at each stage of the process (estimation, quotation, confirmation, production, dispatch).

- SPRINT automatically sends all account header information (customers and suppliers) to SAGE as well as purchase order, sales invoice, sales return and goods received information. In this way SAGE is used purely as an accountancy package (again keeping costs down).