



Client Case Story: Equip Outdoor Technologies Ltd

Equip Outdoor Technologies turned to Cooper Parry IT to upgrade its accounting and commercial systems. The Somercotes firm specialises in the design and manufacture of outdoor equipment. They have grown rapidly in recent years owing to their innovative designs and high manufacturing quality, and now sell to many parts of the world, as well as to the domestic market.

Their products range from mountaineering shell and insulated jackets used in some of the most extreme conditions in the world, through to ski gloves, altimeters and rock shoes worn by world champions.



The company sources a significant amount of material from abroad, and has manufacturing arrangements in other countries. Manufactured items then return to the UK and a significant proportion of finished products are then re-exported. Keeping track of materials as they pass through the various stages of manufacture is essential, as is multi-currency accounting and accurate costing.

Financial Director Craig Douglas commented: "Our growth resulted in the need for us to upgrade our accounting and commercial systems. The new system needed to be very strong in multi-currency, yet flexible enough to cope with our complex

outsourced manufacture, particularly the overseas element."

"We reviewed a number of systems and eventually Microsoft suggested we contact Cooper Parry IT Solutions based in Derby."

"Cooper Parry reviewed our requirements and then recommended the Navision accounting system. They have also tailored it to our requirements. The system went live on 1st August, and is already proving to be a big improvement on our old systems."

Peter Colledge, Head of IT at Cooper Parry commented: "Equip's requirements are such that a standard 'out of the box' accounting solution would not fit. They needed a system which could be flexed to suit their needs, and Navision is ideal in this respect. We have tailored screens, reports and the data stored within the system to meet their requirements – all within the Navision system itself. This has saved an immense amount of time and expense. We also converted their existing data from their old accounting package so that re-keying was not necessary."

Craig added "We are very pleased with the system and with Cooper Parry's performance. We are now getting them to show us another Microsoft product – Microsoft CRM."