

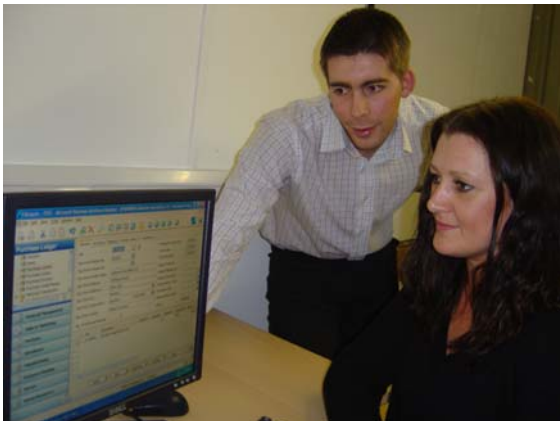


## Client Case Story: **Fibracon Insoll**

Fibracon, together with its sister company, Insoll Components, provide manufacturing services to businesses requiring machined and fabricated parts made from PTFE and other High Performance Polymers. They manufacture products for a range of industry sectors from chemical process plant and semi-conductor through to telecommunications, aerospace and general engineering.

Established in the 1970s they have been very successful and have grown to be a major supplier to a range of customers from international blue-chip corporations through to sole-traders. All enjoy a high level of service and expect Fibracon to maintain the high standards that they set for their business.

The Fibracon group realised that it had outgrown its financial and manufacturing systems. Managing Director Richard Stark commented "Our system processes involved too much duplicate input which was expensive both in terms of time and money. It became clear that we needed one reliable company-wide system which could deal with our financial and manufacturing requirements."



After considering a number of options Cooper Parry IT Partner Andrew Geer recommended the Microsoft Navision ERP system. Navision has extensive manufacturing functionality, which can be tailored to suit the needs of different businesses.

Robyn Eaton, Sales Manager at Fibracon commented "We were very impressed with the system, particularly traceability and the ease of use. Our Sales department processes a large number of orders and they need to access stock and product information as quickly as possible to ensure they meet our customers' needs."

Microsoft Navision enables Fibracon to produce Production Orders by specific Customer Sales Order. The production process starts by manufacturing planning the work on the Navision Production Schedule. Any time and machine changes are updated automatically on the Production Orders so both the engineers and the sales team have up to date information of each piece of work. Bar Code Scanning has also been integrated with Navision so the engineers can quickly and accurately update the status of the production order together with the stock quantities.

The detailed drawings and statistics for each bespoke product are saved in Navision against each Stock Card. These are used by sales administrators and engineers so there is now no need to file away any paperwork and re-use and modify it.

Head of IT at Cooper Parry, Peter Colledge stated, "Navision is a leading ERP system from the Microsoft stable of products. The product is so flexible that we have tailored it to suit the needs of many clients in different industries. Also, with Microsoft behind it, future support is guaranteed."