

OLAER Fawcett Christie accumulate an integrated solution with Sage Line 500

OLAER Fawcett Christie (formerly Fawcett Christie Hydraulics) is a world leading manufacturer of hydraulic accumulators, coolers and filters which has been established in the UK hydraulics industry for over 50 years.

Part of the **OLAER** group of companies which has operations in more than 20 countries, **OLAER Fawcett Christie** has world wide design and manufacturing capabilities, for both standard and bespoke products, enabling them to provide solutions for global hydraulic system problems.

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The company dates as far based as 1758 (named Fawcett's) when it provided the first locally-built marine engines for the first steamer to be built in Merseyside. It also built the engine for 'The William Fawcett', the first P&O steamer (1828).

Quality and reliability has been instrumental to the company's success and a continuous programme of research and development has helped **OLAER Fawcett Christie** to retain their leading position in the UK market.

The Challenge

OLAER Fawcett Christie undertook an evaluation of their software and decided that their existing Tetra Chameleon system was proving costly to support and maintain. Upgrading their existing system would involve a large capital outlay and extensive bespoke enhancements so **OLAER Fawcett Christie** started researching other products available in the marketplace to determine whether they could meet their needs.

After detailed consideration of potential solutions the company decided to invest in a fully integrated solution utilising Sage Enterprise Software.

OLAER Fawcett Christie began the process of selecting a suitable Sage Business Partner to undertake the project and **FD Systems** were selected as the solution provider of choice.

David Jones, Finance Director at **OLAER Fawcett Christie** explains "FD Systems were selected ahead of the other reseller we had used for the previous 10 years

The Solution

OLAER Fawcett Christie was an established Tetra customers with a UNIX-based management system in place. This system was used mainly to support the accounts department, and its distribution and manufacturing functionality had not been fully exploited.

To ensure **OLAER Fawcett Christie** had quality management information at both tactical and strategic levels, **FD Systems** recommended the implementation of Sage Line 500 with an NT operating system incorporating a Microsoft SQL Server database.

A project kick off meeting was planned and work began on implementing the system. "The whole implementation was seen as seamless by our customers – this was due mainly to the level of support and expertise provided by **FD Systems** before, during and after data conversion".

David continues "It was also very refreshing to find a company who actually did what they said they would do, something which is unusual when talking about organisations that specialise in the implantation and support of IT Systems".

The Benefits

OLAER Fawcett Christie is now achieving significant return on investment from their Sage Line 500 system and it supports their entire operation. It has given the company a single server technology for all lines of business applications and saved them money on their ongoing support and maintenance fees.

"Our previous bespoke system was expensive to support and maintain. The implementation of Sage Line 500 has enabled us to significantly lower our ongoing maintenance costs".

The Future

The Sage Line 500 system that **OLAER Fawcett Christie** has purchased is a powerful ERP system that gives them plenty of room to grow and expand in the future.

Plans for the future include the implementation of QlikView Business Intelligence Software designed to provide them with global sales analysis across all group companies. Initially for 23 users it will allow them to analyse key sales information from countries including the UK, the US, Italy and China.

FD Systems

FD Systems is one of the largest Sage business partners in the UK. Our expertise covers the full breadth of the Sage product range. In order to service our expanding customer base we have strategically located offices throughout the UK and Ireland. We focus on developing strong relationships with our customers that are built on high levels of expectation and continual delivery of added value.

To find out more please speak to one of our solutions advisors on **0870 873 4387** or visit **www.fdsystems.co.uk**



Solution Overview

- The ability to predict future stock positions and make accurate customer commitments
- Provides integration with Microsoft Office
- Allows internet based order taking for foreign agents
- Simplified reporting
- Reduced the total cost of ownership
- Expert support from Sage Business Partner FD Systems