

Subcontractor stays the course

Rent-I.T. Systems UK Ltd, an MRP software supplier based in Southampton is demonstrating a unique approach to the manufacturing software industry, not only in the flexibility and functionality of their product, but also in the way in which it is acquired by users. Now entering its sixth year, Rent-I.T has secured a large and rapidly growing customer base across a diverse array of manufacturing industries, from food, aerospace and automotive through to government organisations, textile, and medical facilities. Guy Amoroso, Managing Director explains; "We have a completely different approach - we don't sell to companies; they simply choose to buy from us. We run free evaluation workshops across the country that allows users to see the suitability of 123mrp.NET. Once this is established, they simply arrange to attend the three day user training and one-day implementation and system administration courses. The software is supplied on a monthly rental basis, for which a full price list and calculator is provided on our website - we are the only vendor to do this. After training, customers register to receive the software, for which the first month is free. By providing our products in this manner customers can be up and running with the minimum of outlay, avoiding a long-winded and expensive systems selection process. There are no hidden charges or extra modules to buy - the complete system with all maintenance and software upgrades is included in the rental price."

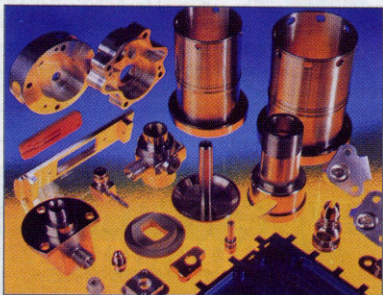
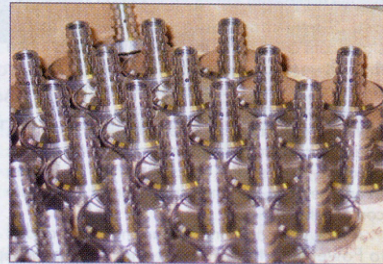
The product has recently undergone a re-write from the ground up to take advantage of the new Microsoft .Net framework. Guy added; "123mrp.NET provides a much more scaleable and stable platform which yields even greater performance than the previous version, which itself was considerably faster than the systems that we regularly replace. We took the decision to redevelop the product in .Net to safeguard our customers from a similar situation to the Dos to Windows upgrade problems and unforeseen expenditure that so many experienced, and indeed are still experiencing. This will safeguard them for at least another ten years and puts us 3-5 years ahead of our competitors."

One such company benefiting from 123mrp.NET is Quelch Engineering, based in Uxbridge, Middlesex. They are CNC turning and milling specialists serving a diverse range of industries, including aerospace, telecoms, motor sports, medical and marine. The supplier of their DOS-based MRP system proved slow in responding to problems, and there was no method of transferring their data to the Windows version. Said Alan See, Managing Director; "Every time we wanted to change the system in any way it involved yet more consultancy. We attended the CIM show in November 2000 and spent

several months evaluating systems costing between £16-25k, excluding training, consultancy and annual. When we saw 123mrp.NET we realised that we could implement the system ourselves and train staff in-house, with minimal staff resources tied up to maintain it. Also the renting aspect made it a much easier pill to swallow."

After selecting 123mrp.NET, Alan attended the three-day training course along with his son Paul (Operations Director) in May and June 2001 respectively. The system went live in November 2001 across all departments, also utilising 123mrp.NET's in-built accounts integration facility. Alan noticed several immediate benefits; "We suddenly had a complete system. Traceability was much easier, with information such as invoices, delivery notes and order acknowledgements all at hand. Leadtimes became more accurate because of the visibility we had was accurate rather than a 'finger in the air' guess. When customers want to perform an audit they generally choose a job and go through all stages to prove traceability - with 123mrp.NET this is not a problem."

Although Quelch Engineering had installed an MRP system, the generation of purchase orders was one function they chose not to use. Alan explained; "The nature of our business means that every order is



treated as unique - we never know if it will be repeated. We did not want to apply resources to have to manually amend automatically recommended purchases of expensive materials that may never be used. We subsequently decided to use our route cards, which lists all of the materials at the bottom. The difference over other systems we looked at is that 123mrp.NET allowed us to work in this way rather than forcing us down another route."

Alan finalised by saying "It gives us great confidence knowing that we are working with a company that is constantly driving their product forward, along with a team of staff and Directors that have demonstrated their passion for the system. Most companies of our size don't have the resources to keep a computer system up-to-date. With 123mrp.NET we have complete flexibility to use or change parts of the system to work the way we want to. We are now telling a customer that used to call us 'a seat of the pants company' the error of their ways in terms of out of date prices and impossible deliveries - the boot is firmly on the other foot!"

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