

Signum
SOLUTIONS

**MRC - The Flava People: Why a
Modern ERP System is Necessary
for Sustainable Growth**



Executive Overview

Company

Why SAP Business One

Benefits

Why Signum

Company

MRC - The Flava People

Industry

Food manufacturing, retail, export and foodservice

Products and Services

Now with over 350 products on offer MRC has been making tasty marinades, glazes, coaters and sauces for butchers, retailers and the wider food industry since 1976

Website

www.mrcflava.co.uk

SAP Solutions

SAP Business One application Version 9

Partner

Signum Solutions Ltd (www.signum-solutions.co.uk)



“What many people don’t realise is that the SAP Business One software is for SMEs, with pricing for SMEs. Affordability is not an issue.”

Adam Salisbury, Finance Director at MRC - The Flava People

A privately owned family business, MRC has won numerous awards for its innovative manufacturing and energy saving processes over recent years. As an investor in people and with planned growth being realised, the business has also increased the amount of jobs it is able to provide and **currently employs over 50 people at its base in Manchester.**

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Vital Support for Planned Growth

Speaking about how the business is going through a period of **impressive planned growth**, MRC's Finance Director, Adam Salisbury comments: "We've managed to achieve sustained growth by making planned and **well informed changes** to the business. These have included making sure that we have the right people and structure, so that our staffs' best skills are used to their best potential, as well as employing more people to maintain consistently excellent customer service.

"We have also employed a 'Head of Innovation' whose experience is chef-based. He has been able to **accurately predict future trends**, such as what 'BBQ 2014' would look like. We've then been able to promptly pass this on to our customers so that they can present the right products at the right times, to their customers."

Expanding on the strategy used to obtain growth, Adam says: "**It's all been about planning and investing**, which is where SAP Business One came in.

"We didn't feel that the previous system was able to cope with our anticipated growth and it didn't have the **financial controls needed** to reap the rewards of growth."

In January 2013, Adam began looking at alternative solutions that would not only cope with the financial controls that the business needed, but would also streamline processing for areas such as manufacturing: "We found that SAP Business One was **more than just an accounting system** and the ProcessForce addition, which Signum Solutions implemented together with the SAP system, really appealed to us as a food business because of the **flexibility** it would give us."

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Choosing Business One

“Our previous software and server were both old and hadn’t been updated. If anything was to have gone wrong it would have been **extremely disruptive** and time consuming to get everything back, which didn’t feel very safe. Choosing a modern system that had the **latest technology** was an obvious step to take in order to **minimise risk**,” says Adam.

MRC implemented SAP Business One Version 9 in November 2013. Speaking about why this specific software was chosen, Adam says: “The usability for a wider audience was one of the main reasons that we chose SAP Business One. Some well-known accounting systems are very good, but the usability is invariably aimed at Accountants. SAP Business One makes our business-wide IT usage **far easier for everyone** from store people to planners, who perhaps aren’t very experienced in using different software systems.

“Instantaneous sales reporting and the ability for our Account Managers to be able to use instant

information during sales conversations, was a **huge advantage** too. Also, from a food manufacturing perspective, we really liked how the MRP function worked and we could see how the ability to know when orders were coming through and being able to check that raw materials are at the correct levels, **would push our MRP processing forwards.**”

Commenting on the price of SAP Business One compared to similar packages that MRC had researched, Adam states: “I’d used a different version before in a much larger company and when we say we use SAP to people they automatically assume that’s the one we’re using. Some people think that SAP is expensive but what many people don’t realise is that the SAP Business One software is **for SMEs, with pricing for SMEs**. Affordability is not an issue – the pricing for SAP Business One is certainly comparable to other products that are similar or just accountancy focused.”

“Usability for a wider audience was one of the main reasons that we chose SAP Business One.”

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Benefits to Company and Customers Alike

In less than 6 months, MRC is already able to pinpoint benefits that the SAP Business One system has brought to the business.

As a business that has resided in the North of England since its inception, the core of MRC's trade began with **supporting the British butcher**. Today, the butchery industry is still very important to MRC, as Adam explains: "Providing British butchers with flavours that improve the variety of meat products that they can offer, to improve their sales, is the lifeblood of our business and we are very proud to still support butchers in that way."

Moreover, across the entire business it's evident that **customer service is also extremely important** to MRC and through investing in the right people and processes, this has been an area that has definitely aided the business' growth, as Adam comments: "MRC is a small company and so our advantage over larger companies is the high level of personalised customer service that we are able to offer, alongside rapid decision making and turnaround times."

Expanding on how the SAP Business One system has aided MRC's customer service and sales strategies, Adam says: "**Speed is key**. If a customer needs something very quickly, we can turn it around. This includes sourcing bespoke products more easily, more **quickly and with greater flexibility**."

Further benefits include improved warehouse production procedures: "We've got far more **confidence about stock holding** and our ability to produce products as and when we need to," Adam says. "The information is **always easily accessible** in SAP Business One – we can see what's coming in and when, as well as when the raw materials go into production. It provides **great overall visibility** into all of our stock requirements."

Just 5 months into using SAP Business One, there are further areas that Adam can see will be of great benefit to MRC, including **saving money on wastage** and the ability to create **bespoke reports** with ease.

"Information is always easily accessible in SAP Business One."

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Why SAP Business One from Signum Solutions?

Summarising why he would **happily recommend** SAP Business One to other small manufacturing companies, Adam states: “SAP Business One isn’t just an accounting system – it ticks more boxes for the entire business. It’s great for product flexibility and the **functionality covers all areas of the business**, from manufacturing to providing financial control and sales analysis tools.”

Signum Solutions is renowned for being a SAP Business One partner that specialises in solutions for **food and beverage** manufacture and distribution businesses. Describing what made MRC decide to partner with Signum, Adam says: “Signum were local, we had a good rapport and they gave us the confidence that they would deliver the project. As a company similar in size to our own, we felt quite a lot of synergy with the people at Signum and found that we could **genuinely believe** what they told us they could do for us.”

Signum are long-standing SAP Business Partners that specialise solely on the Business One solution for small to medium sized businesses. Industry sectors where the business offers a unique and proven solution are: food and beverage, foodservice, wholesale, chemicals and apparel. With offices based in the North of England and in the Midlands, Signum Solutions has over 40 customers and focuses on providing industry leading, affordable ERP Solutions alongside expert knowledge and implementation experience, to SMEs in all of its chosen key industry sectors.

Contact Signum Solutions on 01244 676900 or email enquiries@signum-solutions.co.uk.

Alternatively, visit the website for more information www.signum-solutions.co.uk

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