



# Case Study



**A-Safe**, a leading UK manufacturer, brings robust reporting and management systems to support its expansion.

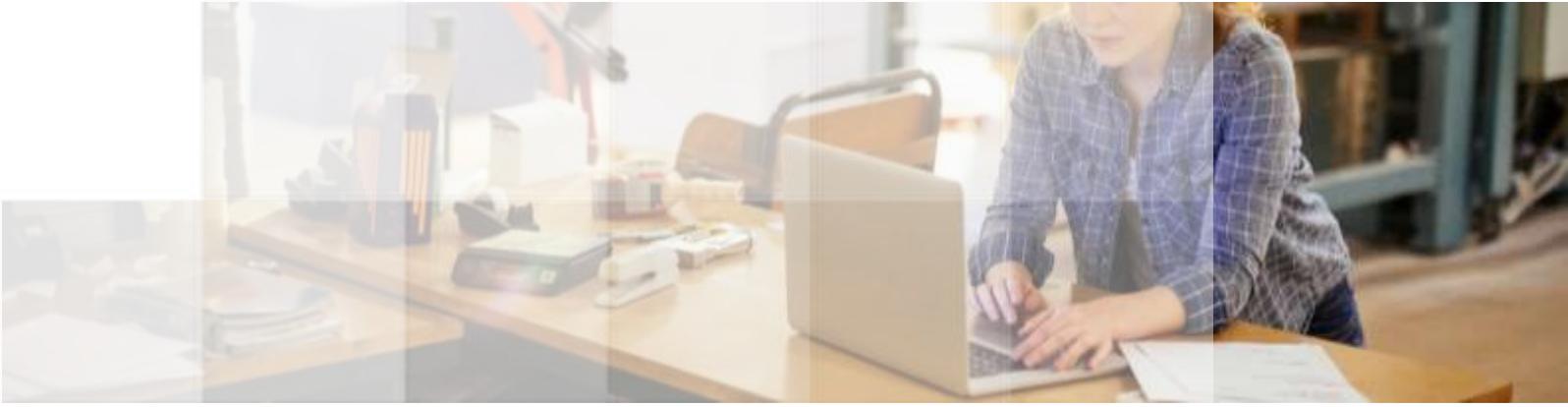
## Background

A leading UK manufacturer and exporter of safety barriers has enlisted Azzure IT to support its worldwide expansion plans. A-SAFE, the inventors and manufacturer of the world's first fixed, polymer, flexible safety barrier system, have experienced rapid growth over the past few years, fuelled in part through increases in exports. A-SAFE now achieves more than half of its turnover through overseas sales and boasts blue chip clients such as Coca Cola, Jaguar Land Rover, Heathrow Airport and Heineken.

## The Challenge

The company, which achieved £6.4m in overseas sales in 2014, approached Sheffield-based Azzure IT to provide a software solution which would give them greater control, analysis of their business processes and performance - both within the UK and abroad.





The team at Azzure IT recommended Microsoft Dynamics NAV, a fully customisable Enterprise Resource Planning (ERP) system which can be used for businesses of all sizes. After a successful implementation in the UK, the team is now in the process of rolling out the system globally across offices in the US, Scandinavia, Italy, Holland, France, Germany and Spain.

Adrian Banks, financial director at Elland-based A-SAFE explains, "Managing rapid growth, especially across different continents, requires robust, detailed reporting and management systems. Microsoft Dynamics NAV will provide us with much greater visibility within the business and clearer performance analysis tools so we can improve our understanding of how our business is doing. It also works seamlessly with our other existing Microsoft CRM system and SharePoint software."

"Azzure IT has been exceptional in helping us to bring about what is effectively a step change within our organisation. We're looking forward to getting the system fully operational around the globe", said Adrian Banks

Craig Such, managing director at Azzure IT, added, "This project has been a great example showcasing how versatile the Microsoft Dynamics NAV system is, and how it can be expanded to meet the requirements of large, global operations. Whether a client is an SME operating locally or an international market leader, our solutions and support can help them achieve their aims in terms of growth, efficiency and profitability."