



A-SAFE UK

Leading UK manufacturer brings robust reporting and management systems in to support expansion.

Overview

Industry: Manufacturing

Region: Worldwide, UK Headquarters - Elland

Live Since: 2014

Business Challenges: Outgrown their old system, and needed a system that would grow and expand to keep pace with the business's ambitions.

Business Impact: A smoother manufacturing process, and a reduction in manual re-keying of data.

Solution: Microsoft Dynamics NAV 2013R2



The Customer

A-Safe (UK) Limited are manufacturers of polymer safety barrier systems. They have over 30 years experience in plastic extrusion and have grown to be a world leader in workplace safety solutions.

In the few years prior to swapping software solutions, A-Safe experienced a period of rapid growth, fuelled in part through increases in exports. They now achieve more than half of their turnover through overseas sales and boast blue chip clients such as Coca Cola, Jaguar Land Rover, Heathrow Airport and Heineken.

In 2001, A-Safe invented the world's first fixed polymer safety barrier, a revolution in the workplace protection sector. More recently at their innovation centre, world-leading scientists have developed MEMAPLEX Material using state of the art custom-built machinery, specially designed to stretch the



molecular structure of polymers and orientate the flow at point of formation. Their patented energy absorption system works in three sequential stages to cushion the force and dissipate impact energy through the barrier and away from fixings, preserving floors and preventing damage.

In 2013, A-SAFE achieved over £6.4million in overseas sales, and quickly approached Microsoft Dynamics Gold Partner Azzure IT for help with the implementation of a new ERP solution.



The Trigger

In 2014, A-Safe's business was rapidly expanding, and their previous Sage 200 system could not keep up with their business's ambitions. They needed a software solution that would give them greater control and analysis of their business processes and performance, both within their UK company and their companies abroad.

A-Safe wished to gain greater control over their over their finance process and manufacturing operations. These processes were very manual and involved inputting data into spreadsheets which could be very cumbersome, occasionally inaccurate and time consuming.

Adrian Banks, Financial Director of A-SAFE UK, said: "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.

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Adrian Banks, Financial Director of A-SAFE UK



"It also works seamlessly with our other existing Microsoft ICRM system and SharePoint software."

The manufacturing process within A-Safe's business structure was the key driver for investing in a new Dynamics NAV solution, and by implementing this solution, A-Safe improved cost management by increasing accuracy and access to real time information.

They also support a multi country, multi company business through one central system, allowing them to store historical data in a way that is easily accessible and paperless. These results are absolutely integral to their business, and allow them to manufacture their products efficiently and to the highest standard.



The Solution

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."

A-Safe's Microsoft Dynamics NAV 2013R2 solution has resulted in a reduction in manual effort and increased visibility across the business, specifically in stock control management and purchasing. It has given A-Safe a tighter control over their production planning processes and warehouse management through scanning functions.

Microsoft Dynamics NAV is a single solution with no-rekeying and consistent data. It is capable of being fully customised to provide best individual business fit, and is flexible enough to be expanded to meet the exact needs of the business as it requires.

"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.



Azzure IT address the business pains of small and mid-market UK Businesses to help them achieve growth, competitiveness and expansion.

We do this by implementing, supporting and enhancing the latest Microsoft Dynamics 365 solutions.

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Head Office: 10 Europa View, Sheffield S9 1XH.
Other Offices: Reading, Newcastle.

t. 0345 467 9950
e. sales@azzure-it.com
azzure-it.com