

## **Time is money!**

### **The cost benefits of using our Enterprise One business systems**

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[www.CentralOne.co.uk](http://www.CentralOne.co.uk)

## **We never have enough time!**

It's a fact. In business we never have enough time. There are always too many things to do and not enough hours in the day to do them. And in some ways that's healthy: It's a sign of a thriving environment. But something has to give. Some tasks fall by the wayside; some plans remain just plans.

And what do we spend our time doing? A lot of it will be spent fire-fighting. It's inevitable. All business managers do it. It's important. Problems arise and need solutions. Sometimes your input will be needed to find the most appropriate way forward.

But sometimes we can get dragged into the minutiae; we find ourselves running around compensating for weaknesses in our organisations and systems.

But what if you could do more? What if you could free up some time to attend to more important matters?

Would you rather spend more time thinking about better ways to win business? Better ways to satisfy your existing customers? What about new products and services? How about making those operational improvements you've been promising yourself for ages?

Time.

We all need more time.

And that's what our Enterprise One products will give you:

More time.

Think back to fire-fighting: How long do we spend trying to get the information we need to find a solution? How many bits of paper do we move? How many home-brewed spreadsheets do we view? Is the information up to date? Is it accurate? Are you sure it's current and correct?

Are you?

And time doesn't just impact us in the factory. It also affects how our customers perceive us. How long does it take us to respond to enquiries? How long does it take us to prepare an accurate quotation? We're being judged all the time, compared to our competition.

Central One's Enterprise One systems provide an all-embracing framework for your business. They unite all of your operational processes and present an accurate, real-time portrait of your company on your desktop. But more than this, they can pre-empt and warn of impending problems, predict bottlenecks, report critical issues. And everyone will be using the same data: No more spreadsheets, no more exporting, compiling, no more cross-referencing. It's easy. It's simple. It's definitive.

And our quotation and enquiry front-end automates many of the sales processes: Estimates use real-time information from the stock and manufacturing system. Quotations are based on real costs, margins will be accurate; pricing will be based on reality rather than luck and judgement. You'll only need to enter a BoM once. You can estimate from it, quote from it, accept orders against it and then build from it.

You're saving time.

How much time?

From our experience, at least a half a day a week per user. And that is very conservative. It's more like a day a week when everything is considered. But let's start with a half a day per week. That's ten percent of your time, and ten percent of every other user's time. Ten percent more to devote to other activities. Pro-active activities. Activities focused on improving your business, its products; its services.

We can cost the savings: Take a 5-user system. Suppose those users are a senior manager/Director, a middle manager and three operatives. Let's take the salary of the former to be £50K per annum, the middle manager £25K per annum, and the operatives £15K each per annum. That adds up to salary cost of £120K per annum. Add employers NI and other incidentals and you get a direct cost of about £135K per year.

If we can save you ten percent of your time we can free up £13.5K of salary cost to apply to other things. That's direct cost. You could argue you should apply an overhead mark up to that. But let's not. Let's keep it simple. We'll just talk about direct costs.

A typical 5-user Enterprise One installation will cost around £15K. So the system will pay itself back in a year and a month. Just based on time considerations alone. Just using a direct cost. Higher user counts result in faster payback. It's an economy of scale.

But the system will bring more to your business than that. Much more:

- Better visibility leads to better forecasting which leads to improved throughput, better delivery times and increased efficiency.
- Better information and better planning leads to better purchasing decision and lower unit costs.
- Better cost visibility leads to better estimation which leads to more informed pricing, improved margins and increased profitability.
- More control leads to better quality. It's as simple as that. And better quality leads to improved customer satisfaction, fewer returns and fewer customer complaints.

And there's more: We could talk about de-skilling and reduced key-man dependency. We could talk about improved decision-making in the presence of up to date, accurate information. We could talk about employee assessment based on our hierarchical reporting mechanisms. And so on.

In fact, if you cost these improvements and add them to the mix, the pay back time is measured in units of a few months.

The reality of the situation is that, once you've used our Enterprise One product for a year, you'll have forgotten about the cost and you'll be revelling in the benefits that the product has given you.

We'll give one of our satisfied customers the last word:

*"The system is excellent. It mirrors our processes perfectly. We haven't had to change the way we work at all; the transition was absolutely seamless.*

*But it's the new things that the system offers us that has really changed our perspective. Our efficiency has improved immeasurably. I can now manage this business based on fact not assumption. And our employees love it. How many companies can say that? We don't get people blaming the system for getting in their way, stopping them doing their job. And that's refreshing, believe me!*

*So I can wholeheartedly recommend Central One and its system to you. I never thought I'd become an evangelist about a piece of software before, but this is different. You owe it to yourself to see this product, to see what it can do for you."*

*Steve Walker  
Managing Director  
Barton Precision Engineering*