

Customer Case Study—Talar Made Ltd

Talar Made Ltd is a UK company based in Chesterfield that specialises in the research, design and supply of orthoses. Established in 1997, the company has grown steadily to become one of the world's leading foot orthosis companies and a major supplier and distributor of full-body orthotic products.

"We chose SAP not only due to its reputation, but also on the strength of what we saw in the demonstrations and what it could provide in terms of process efficiencies and reporting. We had more confidence that SAP and Ochiba could deliver what we needed than the other suppliers and products we saw."

Ian Shaw — Finance Manager, Talar Made



Project Brief

Talar Made were running multiple systems to manage their business, Sage for accounts, Intellitrack for stock control, Equinox for sales order processing and Act for CRM. None of these solutions were easy to use and there was no integration. This led to significant duplication of data and processing which was both inefficient and prone to error.

In addition, stock planning and purchasing was very time consuming and relied heavily on manual spread sheets in order to run the MRP process. This was made more complex by the long product lead times involved. Expediting orders was a regular occurrence leading to increased costs.

There was also a need to improve the management of the warehouse and reduce the amount of held inventory, without impacting on customer service levels.

It was decided that a single integrated solution was needed in order to address these issues and provide Talar Made with the platform, and the management information, required to support their planned growth and range expansion.

The Solution

Talar Made evaluated a number of software applications before deciding to purchase SAP Business One with integrated inventory planning and advanced warehouse management.

SAP Business One was an ideal fit for Talar Made's requirements and provided the ability to expand the solution into areas such as integrated e-commerce when the time is right.

Taking Advantage of Partner Experience

For implementation Talar Made chose to work with Ochiba Business Solutions, a local SAP partner experienced with SAP Business One, who was recommended by SAP.

Shaw appreciated the role Ochiba employees played in the implementation process stating "It is important that time is put aside in order to get a true understanding of SAP and its potential during the initial design and before go live. This can be difficult when trying to juggle your daily job with new system implementation, but the focus should be on getting the new system right. Ochiba's experience and proven process made the implementation a success, they helped us develop and implement the best solution for our needs, enabling us to take full advantage of the deployment"

Dramatically Improving Business Operations

Since going live with SAP Business One Talar Made have seen significant improvements across the organisation. Having a single integrated solution has enabled the business to become more efficient and productive.

"The management information available and the level of detail which can be obtained relatively easily is the biggest benefit by far. We really struggled with that in the past," says Shaw. In addition to the benefits above, Talar Made have also been able to:

- Significantly reduce the number of expedited orders
- Reduce overall stock levels
- Improve stock accuracy
- Reduce cost through maximising supplier discounts
- Stop using the manual processes and spread sheets so heavily relied on before implementation

Ochiba Business Solutions specialises in delivering SAP Business One to small and medium sized companies both throughout the UK and Worldwide. We have the experience you can trust, insight you can use, and innovation you can profit from.



Our consultants are some of the most experienced SAP Business One professionals in the UK which is reflected by our status as one of the top SAP Gold Partners.

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can trust*

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- Online Retail
- Manufacturing
- Construction and Engineering
- Professional Services and
- Service Management.

Our customers range from small start up businesses through to large multinationals