

# COATED IN SUCCESS



A Leeds-based coatings manufacturer upgraded its SAP Business One package to save time and money, allowing it to better deploy its people

CONTRIBUTOR **OCHIBA BUSINESS SOLUTIONS**

A UK specialist in coating solutions has invested in its future by further integrating SAP Business One into its production process. Austin Hayes, specialists in product refurbishment and protective surface coatings, has worked with Ochiba Business Solutions to integrate SAP Business One into its operations so that the software now drives both the production side of the company as well as the day-to-day business processes.

Steve Graves, director of Austin Hayes, explains why they chose SAP and how Ochiba's approach has revolutionised the business.

"Five years ago, our business decided to upgrade our accounts package," he says. "We conducted an in-depth study into the options available. Our MD at the time was from a financial background and knew the difference that the right software would make. Our accountants were recommending that we go down the Sage route, but our research led us to SAP, which we felt would better meet our business needs."

"Two-and-a-half years ago Austin Hayes underwent a management restructure which provided us with the opportunity to take a closer look at our operations. Both myself and [general manager] Nick Eagleton are from a production background and we could see that there would be a huge business benefit from linking SAP and making it integral to our production process."

"The Production add-on used by Austin Hayes is part of our unique Ochiba OPTIONS software suite," says Dave Worsman, managing director of Ochiba. "We've been continually developing the range over the past 14 years through working closely with our customers who operate across many different manufacturing and distribution industries."

"Our team of consultants and developers are our greatest asset as they shape and define the solutions we deliver. Everybody at Ochiba is committed to making sure we deliver quality solutions that exceed our customers' expectations."

Steve continues: "The team worked closely with us and really took the time to understand our operators' requirements. The time they invested in listening really paid off and means that what

they delivered for us was a fantastic solution to meet the company's production process wants and needs.

"Due to the sectors we work in and the paint solutions we provide, we have to have to produce large reports with batch numbers and codes for the certificates of conformity for the work. Ochiba created a specific Coating Specification Solution for us, which is industry-leading, and has really impressed our customers. Although Austin Hayes is a small company based on the outskirts of Leeds, now, thanks to our systems, what we have

is market-leading."

"We can now collect real-time, accurate data from the shop floor. This means that we can see exactly who did what on each job providing more accurate costs and enabling us to provide more accurate quotes. This also helps us to identify areas where productivity could be streamlined in order to reduce cost or maximise profit."

"Our improved processes are also helping us meet our environmental goals – the reduction in paper and printing alone is huge. As a business we are also able to plan better, the data we have is stronger and makes business planning and forecasting a much more robust proves. This has only been made possible because of Ochiba's approach and because they took the time to really listen to us and understand our requirements. 



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