

Adding value with MIS

Shuttleworth's MIS is helping print companies to solve problems.

Based in Northamptonshire, Dats Print Services is continually looking at ways to extend operational efficiencies. One recent example is its newly gained FSC certification, achieved by working in partnership with its MIS provider Shuttleworth Business Systems.

Kerry Hedges, financial director of Dats Print Services, explained: 'We constantly listen to customer needs and the necessity for FSC certification was becoming increasingly significant to both our present clients and for winning business with new customers.'

The process of gaining certification was aided by an initiative run by Shuttleworth. The company ran a series of FSC seminars in conjunction with partners, paper merchant Howard Smith Group and The Print Circle, an independent organisation which provides expert help and support for printing companies wishing to become FSC certified. Several members of the Dats team attended one of these seminars and gained a detailed overview of what FSC is, why it is important and how it can benefit printers.

Providing the evidence

Ms Hedges continued, 'One of the challenges associated with the certification process was the need to adapt our MIS to be compliant with the stringent FSC chain of custody regulations. It is vital that the printer is able to provide a full audit trail, showing which print jobs have been printed on an FSC paper and how much FSC paper has been purchased during the year. It is also a fundamental requirement that we are able to track the use of FSC paper throughout the production process, ensuring that all the correct information is highlighted on subsequent documents, for example invoices and delivery notes. This is where Shuttleworth really added considerable value by providing modified documentation and templates for our existing MIS that have now automated the entire process.'

'Regular MIS updates issued by Shuttleworth throughout the year also ensure that we are able to meet the evolving requirements of FSC regulations. Another condition of FSC certification is the need to produce an annual report detailing FSC usage and traceability; the Shuttleworth MIS is able to compile and store this information throughout the year automating the production of this essential document'.

Speeding up estimation and reducing errors

Another success story comes from a company that has reduced estimating times by a third, thanks to Shuttleworth's new Estimating Wizard.



Dats achieved FSC certification with a little help from its MIS.

County Print, based in Cheshire, recently added the Estimating Wizard to its existing MIS. This is a free upgrade to the Shuttleworth estimating module.

Richard Porter, commercial director for County Print, commented: 'We are continually looking at ways of speeding up efficiencies and reducing errors especially with our estimating systems.'

The Estimating module was installed in February 2010 with instant benefit. 'The Estimating Wizard has varied attributes including a 'Simple Entry Screen', which allows non-experienced estimators to produce estimates. Because the package is so easy to use it takes considerable time and effort out of entering basic information, enabling not only our estimating team but also our sales reps to produce accurate and consistent quotes themselves, reducing the risk of any human error and of course, speeding up the entire process,' stated Mr Porter.

'The 'Multiple Options' feature allows quotes with the same specifications but with multiple variations to be produced with ease. This has proved invaluable in helping us to estimate for different quantities. 'Multiple Options' combined with 'Quantity Analysis' permit the system to automatically choose the best production method for a job. This has been helpful with jobs that have borderline quantities as the system will provide fully automated quotes selecting the best production route such as digital or litho and will even decide on the appropriate size press and suggest the best methods of producing work.'

Mr Porter concluded, 'The new Estimating Wizard has reduced our quoting timescales by a third, simplifying the whole process of entering and outputting information.' ■

For further information please see:
www.shuttleworth-uk.co.uk

Performance enhancing MIS

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