efstechnology
OUTPUT & DOCUMENT MANAGEMENT

EPICOR®

AUTOFORM output & document management suite brings immediate cost savings and benefits to Hamworthy

Overview

Challenge
Existing documents did not reflect the company's innovative technological reputation.

To improve the appearance of electronic and printed transaction documents so that they reflected more positively on Hamworthy's goods and services.

For documents to be swiftly created and modified in-house so that Hamworthy could respond immediately to both customer and internal requests.

Solutions
AUTOFORM LaserNet

Email Module

AUTOFORM DM

Why AUTOFORM?
Recommendation from Epicor and other TROPOS users.

Tried & trusted solution for manufacturing and engineering companies.

Key Business Benefits
Document emailing facilities alone cost justified the entire AUTOFORM investment.

Gas Systems
For maximum uptime and security of supply, our gas handling systems and process solutions have the know-how to deliver.

Hamworthy have grown their turnover from £37 million to £100 million in just six years, largely through innovation, high quality production values and strong brand identity. They are now a worldwide market leader in the field of combustion technology and equipment supply. Like the rest of their business, they set high standards when it comes to their corporate documentation. As such they have invested in AUTOFORM LaserNet to complement their newly upgraded TROPOS ERP, helping them to produce high quality output for multiple communication channels. Mike Giles, the IT Manager for the project, was so impressed with AUTOFORM LaserNet he agreed to share his experience with other TROPOS users.

The problems with script based output programming
Mike: "Whilst our TROPOS documents were neat and tidy, they looked like 1970s computer output, which didn't portray the right image for an advanced technology company such as ours. The in-built tools in TROPOS allow you to complete most output tasks, but they are very script driven and therefore time-consuming and laborious to use, even for someone with a high degree of programming skill. In the past, this rather thwarted our motivation to make any major changes to our documents".

AUTOFORM: output management, electronic delivery & archiving
"It was with these thoughts in mind, that we attended the Epicor User Day and saw a demonstration of AUTOFORM LaserNet. With recommendations from both Epicor and Firth Rixson (another TROPOS user), we realised that AUTOFORM could help us to achieve all our output management goals and more. We were especially excited about the ability to email documents and access copies onscreen, via AUTOFORM DM".

Easy to use, powerful output management tools

"Although we have only been using the software for a short period of time, we are extremely pleased with it. One of the many advantages, particularly with AUTOFORM LaserNet is the ability to design templates in any Windows graphics package, including Microsoft Publisher and Adobe InDesign. This means that our Marketing department can do what they do best, producing high quality visuals, leaving the IT department to concentrate on the data mapping, which is also very easy to do with AUTOFORM LaserNet".

Document design is about clarity: not fancy fonts

"We are currently refreshing all of our documentation. This is not just about making it look more attractive. Good document design should make content clear and easy to read, with key information visible at a glance. Being able to place text precisely where we want it to appear in the right font, size and colour is why we find AUTOFORM LaserNet's drag & drop data mapping facilities so useful".

GUI drag & drop data mapping

"AUTOFORM LaserNet uses a split screen document developer where sample TROPOS output is shown on one side and on the other, the pre-designed template (or overlay as it is often called). The sample TROPOS output is simply dragged and dropped to the overlay to create a 'route map' of where you want it to appear. The font size can be increased for important information and reduced for supplementary data. Totals from multi-page invoices can also be summarised on the front page. This is incredibly useful for us. AUTOFORM LaserNet also offers a number of conditional rule settings such as, the ability to switch dates to be shown in either European or American format, as appropriate to the customer. There are also facilities to produce customer-specific barcode shipping labels, which we can also foresee a use for".

Email purchase orders - £12,000 p.a. cost saving

"Another major advantage that AUTOFORM LaserNet brings to TROPOS users is the ability to email time-sensitive documents such as purchase orders and invoices, as PDF attachments. This feature alone has cost justified the whole AUTOFORM investment".

"Before AUTOFORM LaserNet we were only sending about 20% of orders by post. However, the PO had to be printed, with 2 copies for filing and converted to PDF via our photocopier. The buyer would then email the PO to himself for checking before forwarding it to the supplier. It was a similar scenario in our spare parts department, where the manual faxing of orders and despatch advices was the equivalent of a full time job on its own, split between everyone in the department. AUTOFORM LaserNet and AUTOFORM DM completely automate both the emailing and archiving of these documents, though they still go via the buyer for checking. When we calculated the cost of the management time and paper wasted with the old photocopier method, around £12,000 pa, the investment in AUTOFORM was immediately signed off by our Chief Executive".

AUTOFORM: a very worthwhile investment

"AUTOFORM has helped Hamworthy to achieve a modern and highly polished image. Everyone we have spoken to at EFS Technology has been very experienced, technically competent and thoroughly customer service orientated. We can wholeheartedly recommend AUTOFORM LaserNet to other TROPOS users. You will definitely find it a worthwhile investment".

Inert Gas Systems

Tailor-made, trustworthy and on time – another solution designed with Hamworthy know-how.

AUTOFORM