

Keystone Group

Enterprise Resource Planning & Financials

Region

Northern Ireland

Sector

Manufacturing



PROJECT BACKGROUND

The Keystone Group has chosen Microsoft Dynamics NAV from Sysco Software to tighten up its business processes and give better visibility to the business to enable it to maintain its position as the UK and Ireland's largest Steel Lintel manufacturer and Europe's fastest growing Roof Window manufacturer. The Keystone Group continues to expand and they have ambitious future growth targets. As their product portfolio continues to grow they were in need of a more robust IT system to meet the increasing demands for critical management information.

THE PROBLEM

The short history of The Keystone Group has been one of relentless expansion and continuous innovation whilst redefining the meaning of service in the construction industry. Production facilities in Birmingham, Cwmbran, Cookstown and Poland provide an efficient, flexible and ergonomic working environment, which is part of the culture of quality and service at Keystone.

Whilst their old system was functional it doesn't operate in a Microsoft Windows environment. The information flow through the system was manual and time consuming, while data analysis and interrogation cumbersome.

Keystone needed a system that was familiar and user-friendly. The most critical elements of the system needing improvement were the flow of information and the ability to streamline processes and produce real-time management information for data analysis and ultimately decision making.

THE SOLUTION

Keystone are currently only in the early stages of implementing the new system but are well prepared for the

challenges ahead. They have established a project management team to engage with the Sysco consultants, who will together, identify an appropriate Project Implementation Plan.

Before choosing Microsoft Dynamics NAV they looked at a number of alternative systems but chose Microsoft for

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their reliability and compatibility with key software used throughout the business. After conducting their own research and engaging with other users of NAV, Keystone concluded that it appeared to be the system most attuned with meeting the needs of their ever-expanding business into the future.

Once deciding on Microsoft Dynamics NAV, Keystone selected Sysco Software as their implementation partner.

They were impressed by Sysco's transparency and attention to detail and, perhaps most importantly, with their vast experience in Microsoft Dynamics NAV.

BENEFITS

Greater visibility of your business is essential in today's market place, and with Microsoft Dynamics NAV Keystone will now have access to real time information available to them at all times. They will use NAV to measure key KPI's using a dashboard approach tailored to the needs of their individual users and the business units.

Keystone are looking forward to NAV providing a cost benefit to the business. The introduction of NAV will allow staff to spend less time interrogating data and more time analysing it and ensuring the accuracy of information.

With NAV, Keystone will be able to access information for decision making purposes in a timelier manner and have greater visibility of the underlying performance of the business and as Keystone grows NAV will grow with them.

"Sysco have provided us with a Project Brief that gives us confidence in the project. We have met with all the critical team members and are confident that they have the track record and skill set which is conducive to meeting our needs."

Gerard O'Callaghan, Group
Finance Director, The
Keystone Group

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