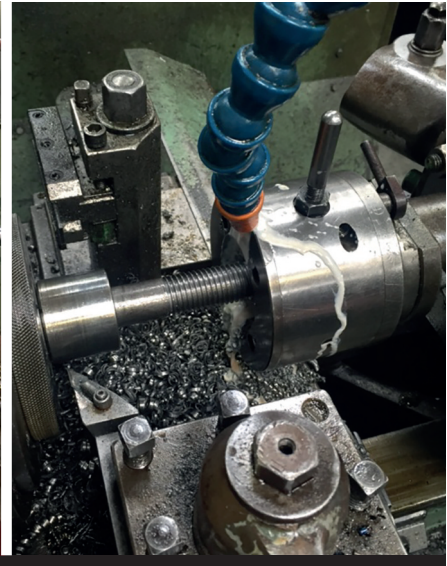
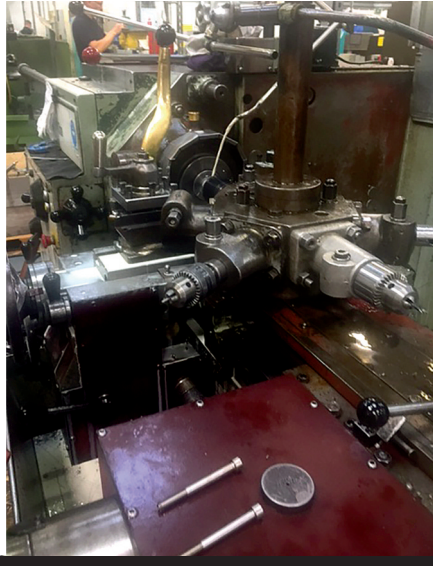


VICTORY WINS WITH MERLIN



Victory Fasteners is a respected fastener manufacturer based in the West Midlands, UK. 95% of its product ranges is purchased from both European materials and quality assured European manufacturers. The company is helmed by experienced Directors who have managed several successful firms, with a combined 75 years of industry experience.

With the business rapidly growing, Victory Fasteners soon found itself in need of a versatile effecting ERP system. Torque quizzed the business on the process of how it chose Merlin Business Software as its software partner, details on the installation and what it has meant for the business...

How did you come to choose Merlin Business Software for Victory Fasteners?

We came across Merlin while exhibiting at the Torque-Expo 2016 show. During this time, we were already exploring other ERP systems that could assist with the business' continued growth. Merlin was very confident in being able to customise their system to suit Victory Fasteners principle values of having 'fully traceable' stock. We arranged a demonstration and haven't looked back since.

Was it a daunting move to migrate the business to Merlin?

Integration of any new system can seem daunting to any business – the thought of days without trading if something goes wrong always plays on your mind. However, with careful consideration and backup plans in place, we were able to put ourselves in the hands of Merlin's support system and onsite teams, confident that we were in a position where, in any instance, we had things covered.

When was the Merlin system implemented at Victory?

We officially went live with Merlin at the end of April after extensive planning and training seminars and the build-up was steady. The installation of a training system onsite gave our employees the ability to learn during their day to day activities. Merlin opened the way for our sales, processing and manufacturing divisions to have full visibility on available stock, current jobs and all stock movements at any given moment.

What difference has it made to the business?

Our previous system was very limiting in terms of product visibility. Victory Fasteners had grown since its implementation and the system was no longer able to process at the speed or capacity required of an expanding business, often affecting the productivity of the user. Merlin has changed our outlook and processes, enabling us to process paperwork faster and more efficiently, with 100% fully lot traceable product, giving us the most effective view on batch and origins. Merlin has opened our product visibility and enabled us to produce job cards at the touch of a button, increasing our manufacturing process dramatically as previously this was a manual operation. We are able to trace stock / processes throughout various stages of manufacture, all without moving away from the screen. Most importantly, the Merlin system has given Victory Fasteners a secure platform to help achieve and assist in the continued growth of our future goods.

Following on from that, have there been any specific benefits of using Merlin?

The system has improved employee efficiency in every department. The ease of the system and the integration into Victory Fasteners has created benefits for all areas.

Would you recommend Merlin to similar businesses?

Definitely. As previously mentioned, the integration of the system was easy, we were fully supported throughout its implementation and it has greatly increased our Company's efficiency.

THE VIEW FROM MERLIN

Ashley Jones, Merlin's Sales & Marketing Director, said: "Vic Waddison and his team at Victory Fasteners have been a model customer to work with, which reflects the smoothness with which they achieved a successful go-live, and we look forward to a long-lasting business relationship with them. It's great to hear that Victory are already benefiting from the improved efficiency that Merlin has delivered and I am confident that this will only grow as they use more and more features of the software."

"We are very much looking forward to exhibiting at Torque-Expo 2018 (stand B22) and exploring how Merlin can deliver similar benefits with other attending businesses."

Find out more at:

www.victoryfasteners.com

www.merlinbusinesssoftware.com

// Vic Waddison and his team at Victory Fasteners have been a model customer to work with. //



Fully integrated ERP software specifically designed for Stockists, Distributors, Wholesalers, Merchants & Manufacturers



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