

ADVENSYS CASE STUDY: Mawsley Machinery Ltd.



Mawsley Machinery supplies construction equipment to the UK and overseas markets, dealing in new and used machinery. The Company represents manufacturers such as Manitou, Bomag, Yanmar, Compair and many more. The business operates principally from Brixworth near Northampton, but also has a smaller London Depot.

Jane Sheldon, joint Managing Director says:

“The workflows and reporting built into our system give me instant access to all levels of the enterprise. Within a couple of minutes I can get a pretty good feel for the state of play regarding any issue within our business – from seeing how much marketing activity is taking place, to the volume of Spares orders going through on an hourly basis. The system is very easy to use and very quick. If I request a report, I can carry on working whilst it is compiled, though usually the output is ready in seconds. Whilst I like the browser for its speed and clarity, there are times I still wish to see my reports on good old-fashioned music-rule paper. The system supports that too.”

Besides selling machinery, Mawsley Machinery has a thriving spare parts business. It also employs workshop and field-based technicians, who do service, repair and warranty work, in addition to providing a complete fleet management service to national account customers. The company also runs a hire fleet where machines can be hired on a daily, weekly or monthly basis.



Director of the business **Keith Pearce** says: *“Our business does not involve a particularly high volume of transactions but much of what goes on is quite intricate. For example, when we work on a machine, we may have several technicians involved in that work so we need to keep track of the labour units each one puts in. We are often working to tight spend limits on such jobs, and we must not exceed these.”*

“Many of the parts we use will come from our stores, but we may also need to order some parts especially for the job concerned. The system lets us do this within the workshop job so that, once the parts arrive they are automatically booked to the job concerned and an advice note is generated to this effect. Few systems can do this like ours.”

The Advensys system supports requisitioning of items within workshop jobs, order entry and point of sale. Requisitions can be deemed to be for the next “Stock Order”, an Emergency Order to Branch or depot or delivered direct to site from the supplier. This also interacts with the work of the parts department so that customer orders received can be processed through the same requisitioning system.

“For us the Advensys workflow system is very beneficial,” continues Keith. “For example, the Workshop Workflow shows all open jobs, so it is not easy to overlook a job. With one click all the detail of a job is accessed and from there it is possible to do anything else required to that job such as add parts to it or describe the work carried-out. It’s very easy to use.”



Dennis Coles, company accountant, says: *“With Advensys you can be sure the numbers will all track, and that there are always drill-downs, which will allow you to reconcile all the figures. And if there’s something I need to query, then I just phone and they will look into it for me usually straight away.”*

Dennis continues: *“I used to have to do backups and system administration but now Advensys do all that for me. We run two companies on our servers, and they look after them both. Another joyous task, which has grown over the past few years is an increase in the amount of hire work we do. Working with Advensys we introduced the concept of Cost and Revenue Allocation by plant item, so we can see, for any period of time, what we have earned with - and what an item of plant has cost us. This accounts for costs of our own labour or parts for workshop jobs, or third party expenses such as haulier charges for transporting plant to site.”*

Dennis continues: *“It used to be a real problem to allocate everything properly, now I do one screen enquiry and drill down into the detail. Using the system we will be introducing the fleet management concept for customers, and allowing them to view what has been spent on a managed machine.”*

Advensys would like to thank Mawsley Machinery Ltd for their kind permission to reproduce this case study.