



Case Study

Robinson Healthcare

Background

Robinson Healthcare is a successful manufacturer of a wide range of quality innovative products for the health, personal care and animal sectors, based in Chesterfield in the UK.

Recently restructured, Robinson Healthcare is now part-owned by its management, with capital investment secured through the involvement of a leading venture capital company.



As part of their strategy for developing the business, the new management team decided to replace the company's existing MANMAN-based centralised business system with a more modern ERP system providing better transaction capability, improved information access and greater functionality. AHC helped the management and project team through the specification, selection and pre go-live stages of this project.

Project Summary

AHC used its proven framework SELECTOR to facilitate the development of a structured user requirement based on business needs both now and in the future. AHC then managed the process of selection with the management team, including ITT preparation, supplier short listing, and system and vendor approval.

AHC also supported the company through contract negotiation with the chosen supplier. In the last part of the project AHC developed a project plan with the project team and the vendor consultants, managed tasks to milestone dates and supported the individual departments as they reviewed and re-engineered their processes to maximise the benefit of the system.

Benefits

The company has reduced computing annual costs by over £100,000, and served over 15% off the original quoted system cost. Improved business processes as a result of systems implementation will improve customer service and enable a greater than 35% reduction in inventory holding.

By utilising AHC the project was delivered on time and within budget; the pre-go-live phase being completed in 12 weeks avoiding any primitive overrun charges from Robinsons. AHC also had a significant role in securing the initial purchase cost reduction and maintaining project morale whilst encouraging process change to 'best practice'.



Testimonial

"I would like to take this opportunity to thank Allman Horrocks for the excellent and highly professional level of service provided to Robinson Healthcare."

"Please feel free to nominate Robinson Healthcare as a reference site at any time in the future."

Jim Bell, Finance Director, Robinson Healthcare

allman horrocks consulting ltd.

Oxbow Farm, Avon Dassett, Warwickshire CV47 2AQ
T: +44 (0)1295 690573 | e: info@ahc.co.uk | www.ahc.co.uk