



JMF Ltd

Building Locally
Competing Globally

February 2008

Programme Details

The ICT Advisory Service provides businesses with free, practical and impartial advice on all aspects of information and communication technology (ICT). ICT Advisors are available to meet with client companies to discuss the use of ICT within their business and identify potential improvements.

The Company

JMF offers mild steel, stainless steel, aluminium welding and fabrication services. They fabricate for the road transport, automotive, quarrying, aviation and generator industries. Main customers include Powerscreen, FG Wilson and Wrightbus. The Company employ 135 people, 90 of which are full time. Transport/Logistics are owned in house.

The Challenge

The company has been expanding rapidly, increasing sales and targeting new customers and markets. They were finding it increasingly difficult to cope with the systems that they had in place. They realised that they needed to update their infrastructure and technology to support the business growth.

The systems that they were using were not able to cope efficiently and management were not getting the information they required to effectively manage the business. Their information was also at risk as support had been discontinued for some of their software so this brought security risks. The company also needed to enhance their website as they required a dynamic and professional presence online in order to target new markets and new customers.

The Solution

The company met with the local Invest NI ICT Advisor who helped them develop a detailed ICT strategy. This included updating network infrastructure and Management Information System (MIS). The company purchased new hardware including a Server and backup unit.

Their existing accounting system was also upgraded and additional modules purchased so that reliable management information could be produced. They are currently considering procurement of production scheduling software for the factory floor to automate processes and increase efficiencies.

Having used the system for a period of time the company's Financial Controller, Dawn Hart, made the following comments. "The company was growing so rapidly and processes were becoming inefficient. With the help of Invest NI we realised that we needed to be more innovative in our approach to ICT. The staff have embraced the new technology and our processes have become more efficient and streamlined as a result of the new infrastructure and MIS. These initial improvements will pave the way for future development of ICT within the company."



ICT ADVISORS

ICT Advisors are technical specialists with expertise in all areas of ICT. They are available to provide advice on:

- purchasing and implementation of computer systems or software
- project management of systems implementation
- internet, e-mail, website design and search engine marketing
- e-commerce, financial systems and customer relationship management
- networking infrastructure

Recommendations on way forward

On referral from your Client Executive an ICT Advisor will help you assess the current ICT position of your business, discuss requirements and compile a report on capability with recommendations on the way forward.

ICT Advisors offer a tailored approach to a business issue. Invest NI clients have made significant savings in terms of human and financial resources as a result of efficiencies from ICT improvements.

Who is eligible?

ICT Advisors are available to all Invest NI clients.

To qualify as an Invest NI client company a business must meet certain criteria.

In addition to showing willingness to work with Invest NI, you should be able to demonstrate that currently, or over the next three years, your business will have:

- total sales of over £100,000 a year
- sales outside Northern Ireland greater than 25 per cent of turnover or greater than £250,000 a year.

If you can satisfy the criteria and would like to become an Invest NI client, contact your nearest Invest NI office or telephone 028 9023 9090.

Contact

Please contact your Client Executive if you feel your business will benefit from this service. Alternatively you can also contact:

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