



of these combined factors have translated into improved productivity and cash flow.

During the partnership with QUB the company and its staff have appreciably improved their knowledge of the key business processes which underpin their company. They have successfully implemented an eBusiness strategy and are now starting to see the benefits associated with such a strategy. This has resulted in large efficiency gains in creating and managing information, which in turn can be directly attributed to significantly improving both the company's operations and competitive position.

Results:

- 65% increase in annual sales turnover
- 20% increase in annual value of exports
- 200% increase in profit expected after three years.

“Thanks to an improved understanding of materials, processes and associated costs, and the elimination of duplicated data and effort, a substantial increase in net profit was achieved.”
Orla Corr, Managing Director, The McAvoy Group.