



Building Locally
Competing Globally

Accur8

December 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

Accur8 is a recently established specialist joinery company focusing on the latest technology to produce anti-vandalism doors. Having been established for just over a year they employ 1 full time and 1 part time employee.

The company identified a niche market and they now provide design services to manufacturing companies. Although the majority of their products are sold locally, the company has entered the export market with over 25% of their output selling to the Republic of Ireland.

The Challenge

The company faced several issues common to newly started businesses:

- Financial information was inadequate as no system was run in-house
- The manufacturing system was manual and there was no optimiser, so time and materials were not being utilised most effectively
- Data was insecure as there was insufficient data backup
- There was no Sales and Marketing application to drive the planned sales expansion – although a database of prospects had been purchased

In addition the ICT maturity of the company was very low and external assistance was essential to the successful implementation of any ICT solution.

The Solution

One of Invest NI's ICT Advisors was engaged with the Client throughout the process of selecting appropriate solutions; a MIS grant was made available to assist with the cost of CAM software, a Finance package with linked Customer Relationship Management software and appropriate assistance with implementation and user training.

The Client initially implemented the Finance package to ensure they had good control of cash flow; then linked the CRM module to drive sales. The final part of the project is the implementation of the CAM software which allowed the semi-automatic layout of work to reduce material wastage.

James Higgins of Accur8 is delighted with the progress and said, "without Invest NI's help I would not have been able to proceed with this investment".



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.

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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