



## B L COMPUTER SERVICES



The Computer System for the Bearings, Power Transmission and Seals Industries

### Home Work

*Whether it is remote access to MAP4 from home, or from a portable computer when out of the office, or access to another branch, the widespread availability of Broadband together with the installation of a Virtual Private Network (VPN) has all of a sudden made it very affordable.*

*Using a standard Internet Broadband connection, you can now be on-line to your MAP4 system 24 hours a day for no more than the Broadband subscription price. No modems, no telephone charges, no dedicated dial-up lines.*

*Please call us if you think you could make use of this facility but please remember that Broadband must be available in your area.*

### Welcome

We would very briefly like to welcome two companies, who have recently installed MAP4 systems.



Established in 1965, JR Power Motion are one of Scotland's leading suppliers of power and transmission products.

Through a planned process of developments and diversification JR Power have emerged as a major sourcing centre for power transmission products manufactured worldwide.

Due to continued growth, the Dundee based company needed to replace their existing computer system, which had served them well, and a 12 user MAP4 system was installed in March 2004.

### New Training Courses

We have recently introduced two new training courses which we hope will be of interest.

Please call us if you would like to reserve a place, which can be held at either our offices or your premises, whichever is more convenient for you.

#### Data Import/Export

This course will teach you how to extract data from MAP4 for loading into applications like Excel, Access etc. You will also learn how to import data from an external source into MAP4. This is particularly useful for updating supplier price lists etc.

#### The 'X' Files

We couldn't think of what else to call this course, so we codenamed it the 'X' files, as it uncovers some of MAP4's best kept secrets.

We suspect that some of our users, particularly our long-standing ones, are unaware of some very useful facilities within MAP4. This course reveals all!



York Bearings & Transmissions have recently installed a MAP4 system. A division of Stockton Bearings, themselves a MAP4 user, YBT are also a member of IADA (Independent Authorised Distributor Alliance). This means that 50% of the members of this powerful group are now MAP4 users.

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## MAP4 CASE HISTORY



It's probably fair to say that there are less success stories around these days than in the past. We thought, therefore, that you wouldn't mind reading about one such story, even though the company is not associated with the industry.

With an increase in turnover from £1.2million in 2001 to £12.4 million in 2003, and rising,

Roma Medical Aids are clearly doing something right.

In 2001 Simon Dalton, Harmer Roberts and John Pitt left their jobs with a medical aids company and bought RMA. The company had been in existence for 25 years, had a turnover of just over £1 million but was not really going anywhere. The first task, therefore, was to expand the product range from manufacturing wheelchairs, walking sticks and homecare products to incorporate power products and scooters.

One of the next tasks was to install a computer system that could support the increasing workload. This is where we came in.

MAP4 was already very familiar to the team, as their previous company had been a user for many years, and Simon called us in August 2001, to discuss their requirements. Having known them for over 15 years, we knew that negotiations would be tough, but a deal was struck and a 4 user MAP4 system was installed in the October.



With growth running at the rate it was, it was not long before they needed to increase the number of MAP4 users, and an upgrade to a 10 user licence was soon effected.

The next major problem they had to overcome was one of space, or the lack of it. An increased product range, scooters in particular, meant a need for more storage space. They had already taken over two additional units on the trading estate, and the prospect of a fourth warehouse was just too much to consider. So they commissioned the building of new bespoke 65,000 square foot premises on Bridgend Industrial Estate.

By now the MAP4 system had been upgraded to 16 users, all fully networked, with the manufacturing facilities of the Works Order Processing, Bill of Materials and MRP modules implemented to supplement the Stock, Order Processing and Accounting functions.

In January 2004, they moved into their new premises and, apart from the normal teething problems that you would expect of such a move, it all went very smoothly.

We have since upgraded their IT structure with a 20 user Microsoft Small Business Server 2003 system, providing them with instant Internet and email facilities from each PC, integrated with MAP4.

All in all, quite a success story, wouldn't you say?

