

## International Tubes and Fittings transforms stock management and increases productivity with My.N business management software from Accounting Office.

**Effectively managing stock and workflow** creates major challenges for any distribution company, and for International Tubes and Fittings (ITF) the need to improve was urgent. By 2007, just two years after forming, business volumes had doubled, prompting the search for a faster, more efficient finance management system.

ITF chose My.N to meet these challenges effectively once it witnessed how the highly flexible, integrated and completely customizable business management system and accounting software could be tailored to fit the way ITF works.

### “That’s how my business works”

“When I saw a demonstration of My.N I was able to say straight away “that’s how my business works”. I didn’t say that with the other packages I saw,” explains Ray Power, Managing Director of ITF.

“Accounting Office were also able to extend our existing software to provide us with the customized elements of our original system we wanted to keep. Including coping with our industry’s convoluted structure of cascading discounts. This was a good starting point.”

Based on a real-time processing model My.N delivers accurate information fast, combined with a breadth of business functionality within a proven .Net framework. Individual users customize screen layouts and system functions to suit their requirements. At the same time all changes are made at a level within the application, ensuring the accounting engine stays protected.

Sales, accounts, and other administrative teams analyse large data volumes via their own customized screens in real-time, and make more profitable decisions.



International Tubes and Fittings (ITF) distribute pipeline products across the UK, Ireland and Europe. The company operates from two units in the West Midlands, sourcing materials from the Far East and assembling to order in the UK.

“My.N’s integrated order system ensures users in Finance, Sales and Transport Management trust their data and report with 100% confidence.”

### Key Achievements

- Improved stock management and stock valuations.
- Better workflows and processing across the business.
- Improved sales analysis and margin reports.
- Automated assistance in replenishing product stock from data recorded of previous sales.
- Accurate costing of purchased stock via the Landed Costs module.

Implementing My.N was straightforward with no disruption to ITF's everyday business. In addition Accounting Office delivered essential training tailored to ITF's specific requirements, including report writing and customizing of screens by user.

### **Improving purchase order processing generates efficiencies and cost savings**

ITF imports most of its raw materials from China, which once meant lead times of at least six weeks on any order. Now, My.N is helping to accelerate ITF's purchase ordering processes.

ITF Managing Director, Ray Power explains, "Calculating what to purchase forward would take days of manually transposing sales volumes into spreadsheets and back flushing them to calculate the raw material usage. Accounting Office helped us design the Purchase Order Planner to replace my spreadsheets. This saves me days at a time. Once I have set up my buffer stock levels and stock lead time, the system extrapolates from sales per day and back flushes through the Bill of Materials what raw materials I need to order."

In addition My.N supplies data in a format compatible across continents and in multiple currencies. "My.N is Microsoft based so we can export data to an Excel spreadsheet and send this to factories in China, providing them with a detailed breakdown of our order," adds Ray Power.

### **Accurate, real-time information drives sales performance**

Creating a sales order once meant phoning the warehouse to check stock levels and viewing sales items based on inaccurate finance data in separate screens. With My.N, sales people benefit from stock information in real-time and sales analysis based on actual stock costs and profitability. "Our sales manager has access to a great tool which covers his sales needs," says Ray Power. "It reports on any customer by product group, per item, or order line, who is spending what and the profitability – all available in real-time so he can make decisions on the spot."

### **Accounting Office: Partnering with ITF for future growth**

Soon after ITF went live with My.N the company saw immediate improvements right across the business. My.N's integrated order system ensures users in Finance, Sales and Transport Management trust their data and report to their departments with 100% confidence.

Since the original installation ITF has added a Landed Costs module, a purchase order system enabling the company to accurately capitalize the cost of importing new stock into the value of the current stock.

"The company is constantly developing, and My.N has made us more efficient. With the additional financial information we are now more proactive with our customers. We are always seeing more opportunities to improve our processing and My.N ensures we can take these opportunities when they arise," adds Ray Power.



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