

Buoyant Upholstery

Buoyant choose Gradient for ERP system selection project

Having taken over the business as part of an MBO, the Buoyant management recognised the risks associated with running a 15 year old "green screen" system and by several increasingly complex spreadsheet applications which were heavily dependent on key personnel. The system represented a significant risk to the growing business as support was in short supply and complexity in the business was growing.

A new state of the art integrated ERP system with proven history of solutions for the upholstery industry was required able manage all facets of the business - from product design and change management, planning through to product configuration of orders, scheduling of shop floor on "make to order" basis, dispatch/transport planning, handling of customer issues and accounts.

How we helped



A full business analysis was undertaken. All key management in each department were interviewed and the perceived strengths and weaknesses of the current systems discussed/analysed. As a result of this exercise a Specification of Requirements was drawn up. Key questions were isolated so that prospective vendors could provide their responses.

Actions

- A steering committee was formed including key personnel from the various areas of the business. Key measures of success were identified against which the success of the project can be ascertained in due course.
- The statement of requirements was issued to a number of potential ERP vendors who would be able to satisfy client's requirements within the overall project budget both in terms of functional fit against the specification and reputation in the market place.
- The responses were assessed and tabulated so that Buoyant management were able to select a shortlist who were then invited to the demonstration stage in the process. A preferred supplier was selected to return to site and run an in-depth workshop showing how the full process would be catered for using their solution.

Benefits

- Using Gradient to perform an objective analysis enabled Buoyant management to quickly identify vendors who would not be able to provide the solution and avoid wasting time and effort assessing their suitability.
- Gradient's expertise in the marketplace, particularly having recently undertaken another similar project in the same market sector, allowed Buoyant to gain insights into the ERP system industry which assisted Buoyant's management to negotiate a satisfactory contract for the supply and delivery of their chosen system and associated services.

About the Client

Buoyant Upholstery have been manufacturing quality sofas and chairs since 1909. The original factory was in Nottingham but they moved to the North-West town of Nelson in 1973. They currently employ over 600 people.

What our clients say...

"Gradient greatly assisted and speeded up our process to find a suitable partner to work with. They had extensive knowledge of the marketplace within our given field and helped enormously in pulling together our scoping document and running the selection process with our steering committee. We believe we've found the right partner to work with going forward and it was only by using their input where we able to get to this solution so quickly."

Joel Rosenblatt – Chairman