

Kaydee Blinds and Sayfa Systems

Kaydee / Sayfa choose Gradient for ERP system selection project

Kaydee Blinds and Sayfa Systems are two separate companies both supplying products and services to the construction industry. Kaydee's current ERP system was no longer able to efficiently support their operations and Sayfa's rapid growth was beginning to be restricted by the lack of integrated IT systems.

Both companies recognised that they did not have the in-house expertise to select a system that would not only recognise that each sold a different range of services and products, but would also need to be heavily focussed on the management of construction-related projects, where there would be many processes and activities in common to both companies.

How we helped



Gradient led the Kaydee and Sayfa project teams through a structured selection process by first thoroughly documenting their system requirements and then identifying the most suitable products and vendors for demonstration.

About the Client

Midlands-based Kaydee Blinds and Sayfa Systems are leading suppliers of commercial blinds and working at heights safety systems to the construction industry. While operating independently they share common ownership and senior management. Together they employ 35 people.

What our clients say...

"Employing Gradient for the selection process not only saved us an enormous amount of time but also gave us that confidence that our system was being selected by experienced consultants and that when we reached our final decision we could rest assured it was the best use of our investment. Overall the benefit of having unbiased technical knowledge and selection advice proved invaluable."

Brook South – Kaydee Blinds

Actions

- Gradient Consulting spent three days on site at Kaydee and Sayfa in order to understand current processes and to document the specific operational and strategic requirements that each company had for a new system. These were then incorporated into a comprehensive specification document.
- The specification document was sent to a selection of carefully researched suppliers and the responses reviewed, with three vendors chosen to provide a short demonstrations to the management and project teams.
- A series of further detailed demonstrations were arranged in order to compare key specific aspects of functionality and these were vital in determining the both the correct system and choice of vendor. This process was supplemented by communications with suitable reference sites and visits to vendor headquarters which considerably aided the decision making process.

Benefits

- Kaydee now have a system which will significantly improve internal processes and Sayfa have a system that will provide the basis for continued sustained growth.
- Due to the close match between the functionality of the software and key business processes both Kaydee and Sayfa can be confident that it will deliver efficiencies and improvements across all functions of the two companies from initial contact with the client