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Hampshire firms combine to boost business growth

A Hampshire consultancy has helped a precision engineering manufacturer in Eastleigh upgrade its computer systems to capture growth opportunities in the energy sector.

G W Martin of Bishopstoke Road, Eastleigh provides high precision, complex components to industries across the UK and internationally. It has worked with specialist computer consultants, [Thinkers](#), based in Winchester, to ensure an £80,000 investment in new manufacturing control and accounting systems was handled professionally.

While [G W Martin](#) had invested in the latest computer-controlled machinery, its internal systems were due an update. Managing director, Stuart Yalden explained, “We trade on our precision, consistency, quality and reliability. The manufacturing side is highly successful but we need to process information more smoothly to ensure we service growing demand for our products as the manufacturing industry recovers from the recession.”

G W Martin brought in Thinkers to help the management team choose and implement the most appropriate new system. Stuart Yalden said, “Thinkers not only knew where to look for the best system, they played a vital role in creating buy-in and enthusiasm for change among the senior management team here. They showed us precisely how an integrated management control and accounting system would benefit everyone in the team and helped us create the right specification to shortlist and select from all the potential suppliers.”

The system is crucial to help G W Martin realise fresh opportunities in the energy sector as the UK seeks alternatives to fossil fuels. Precision-engineered components are a key requirement in the development of new offshore wind and nuclear energy facilities.

Thinkers’ director, Martin White said, “During a series of workshops, we helped G W Martin explore precisely which company and service characteristics were most important to them and, together, we selected the right system to address their needs.”

They chose the EFACS E/8 Enterprise Resource Planning (ERP) system from UK manufacturer EXEL. Thinkers’ role in the final stage will be to mastermind the implementation, collaborating with the technical staff at EXEL to ensure that the system goes in smoothly and that all staff are trained to use it to its full potential. Implementation will be

supported by a Manufacturing Advisory Service (MAS) grant and is expected to be complete by the summer of 2015.

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Picture Caption: Martin White from Thinkers (left) and Stuart Yalden, MD of G W Martin, know that investment in ERP is crucial to improve productivity and service growing demand for precision components.

Editor's Notes:

About G W Martin – G W Martin was established in 1959. It is a long-established sub-contractor in the engineering industry, providing highly skilled manufacturing job opportunities from its 25,000 sq ft factory in Bishopstoke Road, Eastleigh. Its components are sold to the aerospace, defence, automotive, electrical, filtration, medical and other industries in the UK and overseas. www.gwmartin.co.uk

About Thinkers – Based in Hampshire, Thinkers tackles the challenges that arise when business meets software. Whether buying, selling, designing or implementing software, they help SME and corporate management teams to make well-thought-out decisions, and then run projects to make things happen. www.thinkers.co.uk