

Ultra Electronics



Ultra Electronics is a group of specialist businesses designing, manufacturing and support electronic and electromechanical systems, sub-systems and products for defence, security and aerospace applications worldwide. The Ultra Electronics Precision Air Systems (PAS) division is the leading manufacturer of compact on-board gas compressors, called HiPPAGTM for the defence industry worldwide.

The PAS business has seen rapid growth over the last 3 years and the senior management team recognised that their aging ERP system was not fulfilling its role in supporting key business processes. As the company continues to grow the need to have a fully integrated ERP system was felt to be a major business priority.

Approximately 14 different ERP packages already existed in other parts of the Ultra Electronics group. The group's Chief Executive was not keen to add yet another ERP package to this list and as a first step instructed PAS to review all current ERP packages across the group before considering any new ones.

Having used CCL in the past, Mac McDonald, Head of Operations at PAS, approached the independent consultants again as he felt that, internally there was not the expertise to conduct this exercise with any degree of impartiality.

"We have a very low turnover of staff" Mac commented "this means that we really haven't been out there in the market looking at ERP systems for many years, we therefore didn't really know what state-of-the-art technology should or could do."



"I had worked with CCL before, and like their attitude. Their total independence from



the software supplier market was obviously very important. We went to see them again in Stratford upon Avon and were impressed by the wealth of previous experience in conducting similar exercises."

The initial project led by Graham Denny, CCL's Projects Controller, culminated in a recommendation that out of all the existing ERP packages only one could seriously be considered and that at least two other external supplier software offerings should be reviewed.

CCL were then retained to conduct a selection exercise on the three short-listed companies. This exercise consisted of a series of activities including interviewing key members of staff to gain a fuller understanding of the PAS business and preparation of an IT Systems Specification of Requirements. Following the review and analysis of the suppliers' responses to the ITT and review meetings with the PAS Project Team to determine a preferred supplier, a subsequent project was assigned to CCL to assist in the contract negotiations.

Mac McDonald concluded, "This was an area where we were particularly grateful for Graham Denny's input. He knew exactly which clauses of the contract to scrutinise and was able to extract the best possible deal for PAS. We would have no hesitation in using CCL again if the need arose."

CCL (Computer Consultants) Ltd

Payton House, Packwood Court, Guild Street, Stratford-upon-Avon, Warwickshire, CV37 6RP

T: 01789 261200 F: 01789 262525 E: ccl@cclnet.co.uk

www.cclnet.co.uk



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