




axis diplomat

Case Study: XYZ Machine Tools

Organisation:	XYZ machine Tools Limited	Key Modules:	Accounts, Sales Order Processing, Purchase Order Processing, Bill of Materials, Job costing	
Industry Type:	Manufacturing / Engineering			
Employees:	50+			
Sites:	3			
Software:	axis diplomat			
Software Users:	24			

The Company

XYZ Machine Tools is a major manufacturer and supplier of CNC (computer numerical control) machine tools. The company, with its headquarters in Devon, supplies machines throughout the United Kingdom and Europe, using components sourced from both the United States and the Far East.

For 12 years, they had run a Pegasus system (first Senior, then Opera) but, by the beginning of 2001 had decided that their business needs dictated a change. Following an intensive evaluation process of four leading solutions, they opted for the **axis diplomat** system, having seen **axis diplomat** at the Business South West exhibition in Exeter.

"In looking for a system, we needed a solution that was able to handle all of the various aspects of our business", says Keith Wilson, Finance Director at XYZ Machine Tools. "We needed a single integrated solution, from a supplier that we could build a long-term relationship with.

The system needed to reliably handle the stock control and costing requirements of our core business, along with controlling parts and labour used on after-service care, both in and out of warranty, and provide good control of our many foreign currency transactions".

In evaluating the various solutions available, a number of smaller touches also added to the decision to choose the **axis diplomat** system.

The ability to retrieve stock items quickly and easily by numerous means, including any word in its description, for example, helped to speed up a variety of day-to-day tasks, including order processing and stores operations.

The **axis diplomat** Multi-Location Stock module also meant that XYZ Machine Tools were able to keep track of stock at their other locations more effectively, including stock assigned to regional mobile field engineers.

More Efficiency

More recently, XYZ Machine Tools have also invested in the eBusiness module to provide a direct link with their online parts ordering web site, driven by the **axis diplomat** eCommerce product (please see www.axisfirst.co.uk/vmerchant for more information,).

According to Keith Wilson,

" **axis diplomat** has enabled us to become more efficient and process more transactions whilst at the same time allowing us to produce management reports that previously we could not. It is the only investment that we have needed to make in our Accounts department in the last 4 years."



Further information

For further details please call one of our sale team on **0800 668 1934** or by visiting our website www.axissoftware.co.uk