



## Railston Design

### Fitting the business with a solution from Sage

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Geoff Owen,  
Railston Financial Director

**Railston Design is a privately owned company, with an annual turnover of £17million, Railston provides turn-key interior fit-out services and supplies specialist merchandising equipment to major retail and leisure companies throughout Europe.**

With a team of over 70 employees covering project management, design, development, warehousing, cost control and logistics, the company operates across the UK and Europe developing unique solutions to the likes of TK Maxx, Peacocks, Samsonite, Virgin Megastore and Primark

#### The Challenge

With a heavy tendency in the design and manufacture of unique solutions for clients, Railston was struggling with its finance-centric business solution. The company was running an Exchequer finance solution and Job Shop for its manufacturing business. However, there was little integration between the two systems causing a number of issues surrounding continuity of data, visibility and inefficiencies. A huge functionality gap also existed in the support of Railston’s project management with bespoke programmes written by the company’s incumbent support partner falling short of requirements.

With the company growing and projects becoming more and more complex Railston could no longer hold off the search for a new integrated enterprise-wide business system. Complete with a list of ‘must-have’ requirements, Railston reviewed a number of solutions in the market place including SAP and Microsoft Navision.

#### The Solution

Railston had been a longstanding client of Advanced Digital Technology’s hardware and network support so when ADT suggested that Railston review Sage Line 500 as a potential solution, the company immediately included it on its shortlist. Sage Line 500 offered all of the integrated functionality required and with valued support from ADT, Railston felt that it had found a solution to fit its needs.

ADT proposed a 30 user Sage Line 500 solution covering finance, distribution, manufacturing with a particular emphasis on job costing, to provide the extra support on its project-based manufacturing. ADT worked closely with the key staff members of Railston to understand their needs and created a tight project plan in order to hit the ambitious go-live date. To further ensure that the company met this target Railston internally allocated a Project Manager to work full-time on the implementation, a proposal welcomed by ADT.

(Continued overleaf)

## Railston Design Case Study



The solution is based on VI Software's Contract Costing module, which is fully integrated with Sage Line 500's core finance, distribution and manufacturing modules. For each contract project commitments are generated from purchase orders. These are then converted to actual costs when they are matched to a supplier's invoice. Other actual costs are captured from many sources, material costs via stock and manufacturing, labour costs via timesheets or sub-contractors' invoices, expenses via cash book or purchase ledger, and other costs via the nominal ledger. The revenue is posted via Sage sales order processing and the sales ledger giving easy management of work in progress by contract. Now the Railston management team have greater visibility of contracts through standard Sage reports, providing an easy comparison between estimates and actual costs.

### The Benefits

With a successful implementation, delivered on time and to budget, Railston quickly began to reap the benefits of a single solution across the enterprise. The project costing module fitted the company's need for hierarchical contract levels and visibility of projects improved, with staff able to identify and manage multiple levels of customer activity more efficiently.

Railston also took the opportunity to review its financial processes to ensure that they were as effectively as possible alongside Sage, supporting its core contract manufacturing function rather than working against it.

Because of this change in emphasis, it quickly became apparent to Railston management that the company would benefit further by placing the internal operations team at the heart of its system to drive communication, customer understanding and greater efficiency across the rest of the business, a shift in policy that is proving to be very worthwhile.

Geoff Owen, Railston Financial Director comments, "We feel very comfortable with the Sage solution we now have in place. This is strengthened by the commitment of ADT to the Railston business. We have found ADT's guidance and expert support to be excellent and would recommend them to any other company looking to Sage to drive its business forward."

### The Next Step

Following a successful implementation, Railston is now looking to extend its use of the Sage Line 500 functionality, taking further advantage of the breadth and depth of modules contained within it. "Now is the time to consolidate our use of the system and really get under its skin. We are working as effectively as we ever have in our history, but feel that our system can be pushed even further... we are looking forward to working with ADT on this challenge."

*ADT is a leading provider of business solutions for the mid-market specialising in Sage 1000, Sage Line 500 and Sage 200.*

*ADT can also offer market leading CRM solutions in SalesLogix, Sage CRM, ACT! and Microsoft Dynamics CRM.*

*For more information on how ADT can work with your business please contact the Marketing Department - [info@adtuk.com](mailto:info@adtuk.com)*

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